

Speak Easy

Why attend?

Award winning training company Think Big Training specialise in the development of any business' greatest asset... its people. Sarah Castle has built a reputation for delivering dynamic, thought provoking bespoke training programmes for Sales Professionals, Managers and Customer Service teams across the UK and Europe by using behavioural and attitudinal techniques.

In sales we assume that everyone understands us and we explain ourselves clearly. Well that's not always the case, research shows that often people are not buying from sales people because they don't get it! Worrying feedback for the gifted sales professionals out there.

So whether you're presenting with just yourself, your brochure, demonstrating a product, presenting from a laptop or the dreaded PowerPoint, this seminar will give you an outline of how to build confidence, prepare well and deliver a clear well structured customer solution.

By the end of the seminar, attendees will be able to:

- The importance of identifying a clear presentation objective
- Plan and structure a presentation
- Awareness and control of your body language
- Tailoring your presentation to the buyer
- Handling questions and interruption confidently
- Tips on using visual aids effectively

What previous attendees say:

"Sarah's last seminar was excellent and gave me some great ideas to take back to the business."
Steve Quinlan, Travel Counsellors

"Excellent – some very good ideas to put in to practise."
Andy Jones, Ellacotts LLP