



GIVE YOUR IDEAS THEIR BEST SHOT

Coming up with a good idea is one thing - but convincing others to back you is another. And we often make it hard for ourselves by not giving our ideas what they need to be bought by others. This is where the PITCH comes in. Entrepreneurs must be able to successfully pitch to investors. Business executives must be able to successfully pitch ideas and products to customers, management and to their own teams. Most people think they are fairly good at pitching, yet few have really understood or mastered how to condense a long presentation into a short, dynamic pitch that will have impact and influence on audiences. Pitching is not just something you do in an elevator, it's how you prepare your listeners to open their minds and start the process of getting buy-in for your new ideas and proposals.

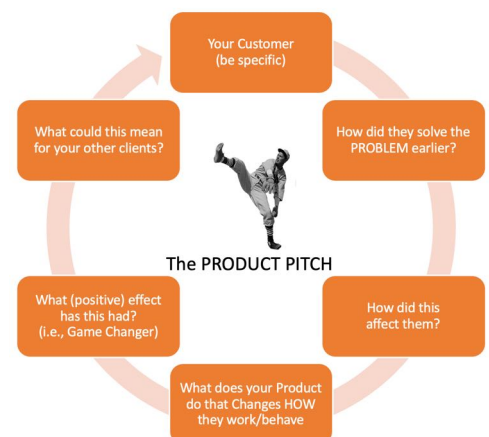
Join us in this blended (online/offline) learning experience where you and your team will learn how to give ideas their best shot at succeeding. This interactive workshop series is designed to improve a participant's ability to pitch an idea, product or service powerfully, being more brief, clear and compelling.

Who Should Participate in this Training Program?

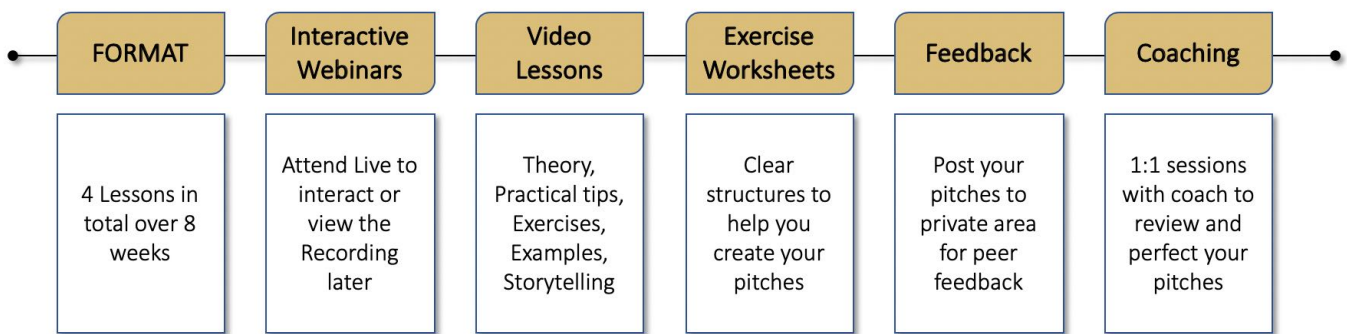
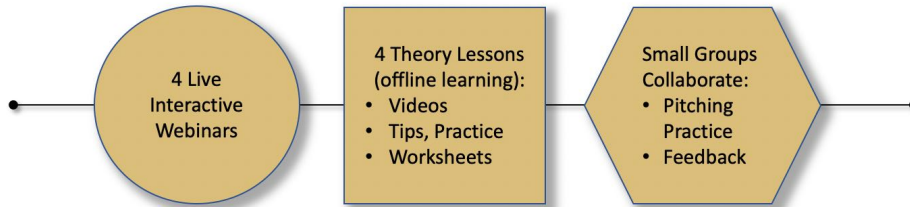
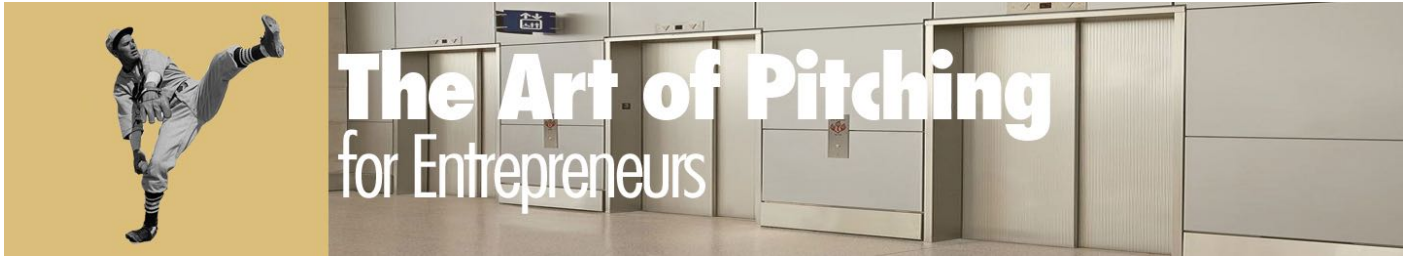
This workshop has been specially designed for tech entrepreneurs. Because we know you are busy and bored with traditional learning courses, we have designed this to be a fun, fast-paced and highly interactive training experience. You will learn the theory at your own pace from videos and online worksheets. You will also work in small teams (triads) to write, record and get feedback on your practice pitches. Also participate in live, interactive webinars for sharing best practices, group learning and fun competitions.

In this Training Program you will Learn to:

- Avoid the "death by powerpoint" mentality
- Communicate complex messages quickly
- Connect, build rapport and change minds
- Craft and deliver clear but powerful messages
- Learn how to move your audience emotionally
- Encourage greater teamwork through good feedback
- Get faster "buy-in" from investors & customers
- Stop being so boring ;-)
- Be more authentic



The Art of Pitching - An Effective and Efficient Training Program for Entrepreneurs



Target Groups:	Challenges:
<ul style="list-style-type: none"> Corporate executives who lead teams 	<ul style="list-style-type: none"> Delivering a clear message that inspires teams and moves people to action
<ul style="list-style-type: none"> Salespeople who pitch products 	<ul style="list-style-type: none"> Communicating solutions to real problems to create raving-fan customers
<ul style="list-style-type: none"> Marketing people who pitch ideas 	<ul style="list-style-type: none"> Selling-in new and innovative ideas that create real change
<ul style="list-style-type: none"> Entrepreneurs who pitch to investors 	<ul style="list-style-type: none"> Establishing connection and rapport that inspires collaboration & investment
<ul style="list-style-type: none"> Networkers who pitch themselves 	<ul style="list-style-type: none"> Having lasting impact and influence when meeting new people

Business OUTCOMES... *How will this workshop improve your business?*

- Clearer Communication**
 Learn to speak-up and communicate with more Impact and Influence
- Better Team Alignment**
 Improve communication within your teams to become better aligned and reach higher levels of performance
- Quicker Decisions**
 Learn how to listen better, ask better questions, be precise and make quicker decisions
- Improved Pitch Confidence**
 Improve pitching confidence by practicing giving and receiving feedback from other participants
- Improved Feedback Skills**
 Teams that learn to give & receive feedback are stronger and more resilient
- Bottom-line Improvement**
 Increase sales effectiveness, attract better customers, improve internal project efficiency

