



THE SKILLS FARM
growing you

ADVANCED PRESENTATIONS

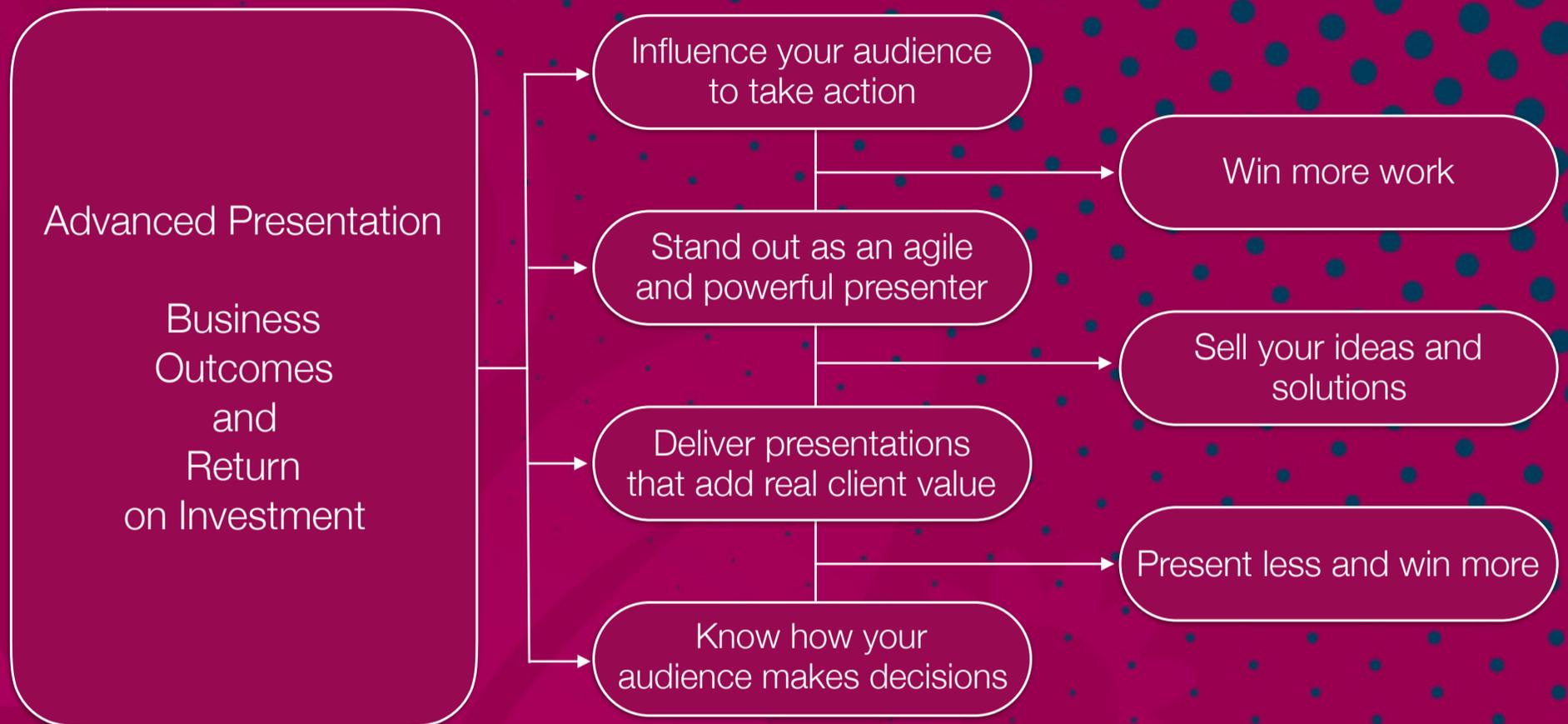
**A high-impact skills development workshop
designed to give your experienced presenters
a competitive edge.**

*“I think the power of persuasion
is the greatest superpower of all time.”*

- Jenny Mollen

This is your invitation to become a powerful and persuasive presenter...

What are the business benefits of this workshop?



What have previous participants said?

I have been presenting for many years and was dubious about what this workshop could teach me. I now know what it takes to get my message across in a way that not only engages my audience but is going to get me more yeses.

- K Wilson

I've always considered myself to be a skilful presenter but this workshop has opened my eyes to my bad habits, and I now know that I can bring a fresher, much more engaging presentation to my clients.

- S Islam

Scott blew me away with the depth of knowledge he had around the topic of advanced presenting. The practice and feedback was what made the difference for me. Put me on a Skills Farm course any day.

- D Hansen



What are the learning objectives?



Why partner with The Skills Farm?

We have been designing and delivering innovative sales and leadership skills training programmes for over 15 years.

Scott and Jamie have both graduated from The Master Trainer Institute in Geneva.

Since 2003 we've have been developing programmes for sales professionals, consultants and leaders at market leading companies including IBM, Apple and Deloitte.

We've delivered sales skills training to over 6000 people, in 25 countries.

Known for being the go-to provider for the most up-to-date sales skills and leadership skills programmes, we up-skill sales staff to increase revenue and we grow leadership capability to consistently drive performance.

Our current clients include American Express, Deloitte, Google, Leica Geosystems, Apple and ERM.



Advanced Presentation Skills overview



Pricing

Pricing Breakdown			
Day Rate per 6 Participants	Workshop delivery days	Participant booklets	Total
£1,650	2	£90	£3,390

• additional participants charged at £275 per participant per day
 • pricing does not include travel time, accommodation and expenses

• full breakdown of fees and T&Cs available on our website
 • all prices exclude VAT



Workshop modules

Pre-course learning

7 Advanced Presentation Tips From Forbes	Seven great tips from one of Forbes' most renowned presenters.
Top Presentation Tips from the Best Speakers	Hear from some of the best presenters in the world on how they get people to act on what they are presenting.

Day One

Turning Explicit Needs into Benefits	Learn how to present your product, service or solution in a way that clearly conveys the individual benefits to each specific client.
Whole Brain Thinking	Discover your thinking preference and learn how to quickly determine the thinking preference of your client, so that you can be persuasive as quickly as possible.
Influential Storytelling	Learn a formula for telling a persuasive story that presenters can effortlessly use on-the-fly when pitching and proposing to clients.
Holding the Power	Learn the art of confidently controlling the authority and power during a pitch or proposal presentation.

Day Two

Transform Overly Informative Presentations	Learn the techniques that help you to only present information that your client needs to make a decision - no more and no less.
The Persuasion Equation	Learn a structure for delivering persuasive presentations that achieve agreement and commitment from your audience.
Handling Objections and Concerns	Learn how to use client objections and concerns as an opportunity to be persuasive and turn around a sceptical audience.
Decision Making Preferences	Quickly identify how a potential client makes decisions and practice adapting your presentation to ensure they say "yes".



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A high-impact advanced presentation skills workshop delivered by an experienced and award winning presentation skills trainer.

Win more work, sell ideas and solutions, gain buy-in and agreement from tough audiences.

ADVANCED PRESENTATIONS

A high-impact skills development workshop designed to give experienced presenters a competitive edge.

Delivered at a location and time that is convenient to your business needs.

Learn from the award-winning consulting skills trainers from IBM, Google, Apple, ERM, Deloitte and American Express.

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