



# THE INFLUENCE BUSINESS

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*Raise your level of influence*

## LIVE PITCHES - PREPARATION, REHEARSAL AND REVIEW

### Overview

This programme, **lasting up to one day** for a maximum of **six participants** offers you a totally risk free and highly realistic environment in which to develop, refine and practice a forthcoming pitch presentation.

In the Preparation element:

- You will develop a pitch presentation for your client, facilitated by our proposals' expert.
- Up to four participants will also receive one to one coaching as appropriate from either our Presentation consultant or our Proposals expert.

In the Review element:

- You will deliver the pitch meeting, as closely to the form you believe it will take (presentation or interview). The 'client' is represented by our team, assisted by one or two of your colleagues (fee earners, procurement, etc)
- You will practice handling questions and dealing with objections
- You will receive feedback on your performance from our Proposals expert and your colleagues (your colleagues will be given guidance on how this can be done effectively)
- You will review your own performance on video with feedback from our Presentation consultant
- Using this feedback and further guidance from our team, you will address the matters raised

### Aim

To develop an effective pitch presentation that will maximise your chances of winning new work.

### Outcomes

At the end of the programme you will understand how to:

- Differentiate yourself from the competition
- Identify the reasons why your firm should be appointed for the assignment and the benefits you will deliver to your client
- Remain flexible and respond effectively to your clients' interventions and questions during the presentation



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### **Methodology**

Our team includes high level experience in developing professional services pitches, namely the ex Head of Proposals for KPMG (Europe) in London. Extensive use is made of video review that allows you to see yourself from the client's perspective and have the confidence that the skills really work for you. Winning factors and process are discussed throughout and new skills will be introduced as appropriate.



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