



## Excelling in Selling - Presentational Skills

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Presenting confidently and persuasively is one of the most sought-after skills in today's workplace, yet some people break into a cold sweat at just the thought of it. What would it be like if you had more confidence and ability to present, so that you could easily engage, influence and have impact on your listeners?

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**Do your presentations capture and engage your audience?  
Are you nervous before a presentation?  
Do you articulate your key messages concisely and with impact?**

This one-day programme will show you how to deliver presentations with clarity, confidence and conviction. You will learn on the workshop the techniques and strategies used by the world's top presenters.

It doesn't matter if you are a manager, salesperson, team leader, project manager, trainer or presenter – getting the message across is crucial for you and your organisation. Whether it's at the next sales meeting or the next client presentation; whether you give the occasional presentation or regular in-house training; across the desk or in a formal presentation....we can show you how to get your message across in a clear, confident and convincing manner.

Learn how to create presentation passion to engage any audience. Make more targeted presentations, pitch more confidently, influence more persuasively and win more business. Increase your personal power and professional credibility. Excelling in Presenting will help you master your presentations by turning fear into confidence, doubt into action and procrastination into commitment.

Whatever the message - you need to know the secrets of Excelling in Presenting. Utilise the tricks of the trade and have fun when delivering to audiences of any kind. Excelling in Presenting gives you the simple techniques and tips that will transform your presentation skills.

Excelling in Presenting is an intensive one-day programme that gives you the techniques and skills you need to make dynamic presentations. Our programme has been written using best practices used by leading presenters across the world, and is presented in a simple and easy-to-use format.

**By attending the Excelling in Presenting programme you will learn to:**

- Build skills and confidence in making persuasive presentations to audiences of different sizes and levels
- Control your emotions and reduce your anxiety

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Here are just a few comments from our delighted clients:

**YELL** “..produced the best ever set of results in the history of Yell.”

**NHS** “Lammore met the specification and programme outcomes perfectly. Absolutely brilliant!”

**GOOGLE** “..an outstanding training experience.”

**OPODO** “..training content very relevant and focused for delivering benefits in my role.”

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- Effectively structure presentations for maximum impact
- Apply communication and facilitation skills to best reach the audience
- Use visual aids effectively
- Handle difficult questions and unexpected situations during a presentation
- Prepare a template for the presentation
- Be able to communicate effectively with audience personality types
- Relate to your audience

#### Who should attend?

#### This seminar is designed for anyone who makes presentations:

- Team leaders, managers and directors wanting to inspire and motivate
- Project managers wanting 'buy-in' for new projects or change
- Sales professionals wanting to sell more to clients through interactive presentations
- Trainers and presenters wanting to hone their skills further
- Anyone wanting to communicate a message that inspires audiences to take action

#### Here are three great reasons for attending the **Excelling in Selling - Presentational Skills** programme:

At Lammore Consulting, our mission is to provide training events that entertain, inspire and make a difference.

**Inspire:** Our delegates come away from our programmes feeling inspired and ready to meet their challenges head on. The material has been researched and written to meet key business needs in the real world.

**Entertain:** We promise to deliver our training events in an upbeat and fun way. Our speakers are professionally trained and experienced in the world of business and entertainment, and know how to engage an audience.

**Make a Difference:** A training workshop is only effective if the learning is implemented. All delegates attending a Lammore development programme are followed up through regular online contact to ensure that their personal development plans are being put into action. In addition we encourage 'Action Learning' events to take place within one month of the training being undertaken to re-enforce the key messages of the programme.

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**MASTERFOODS** “..more original and energising than any management book..”

**AUTOTRADER** “..fun style of training..coupled with in depth knowledge..”

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“ an outstanding training experience ”  
google

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