

## Closing Pitch

Are you finding that you are getting the right opportunities to pitch, but your conversion rates are low? Clients say, “Thanks for your time”, but select another supplier. If so, you are probably not using the pitch to close the deal, which is exactly where the pitch sits in the sales process.

This master class focuses specifically on closing the sales process and winning the pitch, and is for staff who are already experienced in getting the right information across but who are not achieving their full potential of converting pitches to closed business.

### Course Contents

- Buying the ticket
- Organising your pitch around the client’s decision
- Reinforcing your message
- Pitching to the client’s needs
- Asking for the business
- Following up

### Target Audience

- Sales professionals
- Business owners
- Any staff who have to participate in sales pitches

### The Pitch Doctor

The Pitch Doctor - Paul Boross - and his team of professional trainers have one mission: to help you win business.

How? By coaching you in the art and science of pitching. By showing you how to present yourself, your company and your product to optimal effect. By equipping you with a toolkit of psychology, NLP, performance, communication and storytelling techniques that not only deliver commercial results, but build relationships and keep clients coming back for more.

In short, by giving you the skills to win and the confidence to dare to.