

# Pitching for Teams

Pitching as a team is very different to pitching as an individual. All too often, the result looks like a school project presentation, “And now, Jim will talk about the financial data”. You know that it could be so much better; smoother, integrated, flowing and purposeful. So what gets in the way?

Bringing a team together and leading a pitch is a talent in itself; selecting the right people for the right roles, creating a pitch that has real synergy and then delivering that pitch seamlessly is essential to demonstrate to your client that, not only do you pitch as a team, you work as a team.

As a result of this course, you’ll work more powerfully together as a pitching team and you’ll convey far greater coherence and credibility to your audience.

This course is particularly valuable for non-sales staff who need to participate in sales pitches.

## Course Contents

- Understanding your role in the pitch
- Designing for team delivery
- Making contributions flow
- Stage managing the delivery
- Handling Q&A

## Target Audience

- All staff involved in the delivery of pitches that requires multiple contributors

## 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.

The logo for 'The Pitch Doctor' is located in the top right corner. It features the words 'PITCH DOCTOR.' in a bold, white, sans-serif font against a solid blue background. A small white silhouette of a person in a white lab coat, representing a doctor, is positioned to the left of the word 'PITCH'.