

# Pitch To Profit



## Who is it for?

“Pitch to profit” is a bespoke workshop for owner/managers who want a better control of business negotiations.

This workshop is a must for anyone in business who feels that they are bartering, rather than negotiating win win situations.

## What is it about?

We will deliver the most effective way to pitch and how to close. Participants will deliver a pre-prepared three tiered pitch to groups in a role play situation. We will give them some resistance to buy and they will have to negotiate, look at adding value and close the sale whilst still keeping those profit margins healthy.

## What will I get out of it?

- Know how to approach negotiations
- How to get commitment to close to stop bartering
- How to pitch and maintain profit
- How to package your products to create up-sell and cross-sell opportunities
- Know how to create a win win situation

## Our feedback

“Understanding how to pitch effectively has enabled me to increase sales and introduce new lines.”

Lynda Naftel, Mega - bites

## Key learning outcomes

Classroom Coaching will ensure the delegates will leave with:

- Three packages for their business
- Negotiation techniques to increase profit

A workbook is included to ensure the learning continues in the workplace.

## Follow on courses

- Show what you know – one to one coaching
- Spin to win – objection handling techniques
- Customer world – Planning and building relationships

Workshop duration – 4 hours

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Call now to speak to a coach to discuss your requirements and course availability.