



PITCHING SKILLS FOR INTERNATIONAL SUCCESS

Join us for a masterclass in pitching and presenting to potential overseas clients.

Date and time:

Tuesday 3 October 2017, 9.00am - 1.00pm

Location:

London Chamber of Commerce and Industry (LCCI), 33 Queen Street, London EC4R 1AP

Description

Impress your international prospects with your pitching and presentation skills. Learn how to pitch, qualify a lead and close for an appointment to open the door to the rest of the world.

What do you do once you are in front of the prospect? We've got that covered too. Learn how to mix the stage and the boardroom with a combination of acting techniques and business skills to make for an effective presentation.

The trainer

Paul Bryant brings together his experience as a professional actor, telemarketer, and presentation trainer to turn you into a pitching superstar! He has worked on calling campaigns across the world, and oversees the internal and external training at Perfect Pitch.

Who are we?

Perfect Pitch are an award-winning telemarketing and sales training consultancy. We call across the UK and into all the major trade regions.

Course content

We will teach you all you need to know about finding and pitching to your clients over the phone and how to make a convincing presentation face-to-face.

We'll educate you on the best approach to calling overseas, the importance of cultural awareness, and how to wow the buyer with your presentation.

By the end of this course, you will be able to:

- Pitch over the phone internationally with confidence
- Develop and nurture a pipeline of overseas prospects
- Make an effective presentation when you meet the buyer

Who should attend?

- Small business owners
- Marketing managers
- Business development managers
- Sales professionals

Contact

For further information regarding this event, please contact:
Marta Zanfrini, International Business Manager,
E: mzanfrini@londonchamber.co.uk,
T: +44 (0)20 7203 1822

BOOKING DETAILS

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ATTENDANCE AT THIS EVENT IS COMPLIMENTARY. HOWEVER THERE IS NO ADMITTANCE WITHOUT PRIOR REGISTRATION AND ONLY ONE PLACE PER COMPANY.

PLEASE NOTE THAT REGISTRATIONS FOR THIS EVENT ARE SUBJECT TO APPROVAL BY LCCI. COMPANIES WILL BE SENT A CONFIRMATION EMAIL IF THEIR APPLICATION HAS BEEN SUCCESSFUL WITHIN TWO WORKING DAYS OF BOOKING.

TO REGISTER

Please complete the registration form below in **BLOCK CAPITALS** and email to:

Marta Zanfrini, International Business Manager, London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP,
E: mzanfrini@londonchamber.co.uk, T: +44 (0)20 7203 1822.

ABOUT YOU AND YOUR COMPANY

Title	First name	Surname
Your Job title	Company name	
Company address	Postcode	
Email	Website	Tel
Number of Employees	Annual Turnover: £	Year established
Business Sector		

PRIVACY AND DATA PROTECTION

We are committed to protecting your privacy and will only use the information we collect about you in accordance with the reasons stated when we collect the information. The information supplied by you will be held on the database by LCCI and used to notify you of future events and services.

If you do NOT put a CROSS in the box(es) provided:

- your name, job title, company and business activity will be displayed on the printed guest list
- your full contact details may be shared with our event partners
- you will be added to LCCI's international business mailing list