

# High Impact Presenting

The ability to present is one of the first and most important skills that anybody involved in business development, sales or management must master.

“According to most studies, people's number one fear is public speaking. Number two is death”

- Jerry Seinfeld



Effective presentations and public speaking skills are important in persuading people to:

*Buy*  
*Change mind-sets & attitudes*  
*Motivate to get things done*  
*Teach*

However, public speaking and presenting is something that many people do not enjoy - until they are given the skills and confidence required to do it well.

## The Masterclass

To help address the real issues of presenting in sales situations, Celsius Graduate Recruitment is offering a very participative full-day masterclass in which you will be introduced to the 4 Ps of Perfect Presentations:

- Purpose - What is the presentation for?
- Personal – What does your audience need to know?
- Preparation – What is your presentation structure?
- Persuasion – How do you deliver it?

## Takeaways

Led by an experienced Trainer with an extensive background in sales and with a specific Technology Sales focus, participants will take away the techniques they need to deliver a confident, winning pitch. They will have the tools required to create and lead a polished, dynamic, high impact presentation and leave a lasting impression within a business environment.