



# Powerful Pitching workshop

Time poor customers in today's competitive commercial environment will not listen to a lengthy sales spiel.

This workshop will assist in creating a powerful pitch that can deliver a targeted message within 3 minutes. It sets the stage for more structured meetings.

Outcomes from the workshop will assist the business define:

- Product/service features and benefits
- How these benefits resolve customer problems/issues, and
- Methods used to present a persuasive message.

## What will you achieve from this workshop?

The exercises and tools outlined in the workshop will support the creation of a message that defines the benefits of the product or service and outlines how it solves a customer's problems.

It is not designed to be the point of sale, but to generate an interest and provide an opportunity to outline the benefits and solutions provided by the product or service at the next meeting.

The participant will draft a 3-minute pitch on their product/service and then present to the group for feedback.

## Event details

<b>Date:</b>	31 July 2019
<b>Time:</b>	9:00 am – 1:00 pm
<b>Venue:</b>	Brothers League Club <b>Wildey Street, Raceview 4305</b>
<b>Cost:</b>	\$66 (incl. GST and ticket fee)
<b>Light refreshments provided:</b>	<ul style="list-style-type: none"><li>• tea and coffee on arrival</li><li>• morning tea</li></ul>
<b>Register:</b>	<a href="#">Register</a>

<https://www.eventbrite.com.au/o/seq-west-regional-office-department-of-state-development-manufacturing-infrastructure-and-planning-12935213072>

Registrations close 22 July 2019

## For more information, contact:

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