

Dear Valued Client,

Greetings from Business Maker Academy, Inc.----a training center for business, finance, human resources & leadership that has served more than 150,000 clients since 2003 and is an accredited learning institution of the Civil Service Commission (CSC) & PHILGEPS.

You are cordially invited you to attend our training program on:

SALES PRESENTATION AND PITCHING TECHNIQUES

Date: _____
Time: _____

Attached below are the Registration Form & the Course Brochure. We look forward to a fun and rewarding learning experience with you. Feel free to contact us for any questions or clarifications.

Thank you very much,
BMA Management

REGISTRATION FORM

Please submit via: Email to info@businessmaker-academy.com | Viber: (0912) 2231826

Booking Officer Name: _____
Position: _____
Company: _____
Company TIN: _____
Industry: _____
Tel No: _____
Cel No: _____
Email Address: _____

Total Number Attendee(s) for Enrollment: _____
Note: Please indicate full name below:

Attendee 1: _____
Cel No: _____
Email Address: _____

Attendee 2: _____
Cel No: _____
Email Address: _____

Attendee 3: _____
Cel No: _____
Email Address: _____

Attendee 4: _____
Cel No: _____
Email Address: _____

Attendee 5: _____
Cel No: _____
Email Address: _____

(More than 5 participants, pls attach extra sheet)

Would you like to request for billing statement? Yes No
How did you find us? _____
Use Promo Code: _____

ENROLLMENT DETAILS

SCHEDULE:

- Pls visit <https://businessmaker-academy.com/training-schedule/>

WEBINAR:

- Duration: 1 session x 4 hrs.
- Time: AM Sched: 8:30am to 12:30pm
PM Sched: 1:30 to 5:30 pm
- Venue: Zoom

SEMINAR:

- Duration: 1 day x 8 hrs
- Time: 9am to 5pm
- Venue: 1503A West Tower, Tektite Bldg, Exchange Rd., Ortigas Center, Pasig City Philippines

TRAINING FEE:

- Webinar Fee = Php 2250+VAT
- Seminar Fee = Php 4250+VAT

MODE OF PAYMENT:

- Bank Deposit:
Account: Business Maker Academy, Inc.
BPI SA# 4013-0306-64
BDO SA# 000-280-622-422
Landbank CA# 3732114830
- Paypal: pls contact us
- Dragonpay: pls contact us
- Gcash: pls use QR code below



BUSINESSMAKER ACADEMY & HR CLUB PHILIPPINES

**SALES PRESENTATION
& PITCHING TECHNIQUES****WEBINAR | SEMINAR**
www.businessmaker-academy.com**SALES PRESENTATION AND
PITCHING TECHNIQUES****“How to Sell Your Product or Service
for Your Customers’ Benefit”****Seminar:** 1 day x 8 hrs. (total of 8 hrs)**Webinar:** 1 session x 4 hrs. (total of 4 hrs)**COURSE DESCRIPTION:**

How you present your product can make or break a sale, so invest in fine-tuning your sales pitch and presentation. This program helps you prepare product or service presentations that will suit your customer audience. You will learn techniques to enhance your presentation skills, fine-tune your sales pitch and presentation deck, make compelling sales pitches and call to action. Find effective ways to present your product or service through an effective sales presentation.

WHO SHOULD ATTEND:

Sales Team Leaders, Sales Managers, Sales Officers, Marketing Managers and Officers, Business Development Officers, Business Owners and any person in charge of doing business and sales presentations.

PERFORMANCE OBJECTIVES:

Upon completion of this workshop, participants should be able to use effective words to gain insight, skill and confidence in conducting sales presentations that will positively influence their target audience.

LEARNING OBJECTIVES:

By the end of this course, the participants shall be able to:

- Identify the profile of your target customer audience
- Developing your sales presentation to suit target customer audience
- Examine sales presentation techniques and determine the appropriate time to use these
- Practice doing sales presentations and dealing with customer concerns

COURSE TOPIC HIGHLIGHTS:

1. You and Your Audience
2. The Job of Sales Presenting
3. Different Types of Sales Presentations
4. Customer Profiling Your Target Audience
5. Formulating Your Sales Presentation Message
6. The Sales Pitch
7. Outlining Your Sales Presentation
8. Content Information & Message Formulation
9. Sales Presentation Style & Techniques
10. Building Rapport with Your Customer Audience
11. Getting Attention with an Interesting Opening
12. Closing & Call to Action
13. Sales Presentation Clinic
14. Sales Presentation Prep-work
15. Sample Sales Presentation & Feedback
16. Dealing with Difficult Customers and Objections

TRAINING INCLUSIONS:

- Live Webinars are conducted via Zoom and includes eCertificate of Completion. Printed Certificates may be requested with minimal processing fee of Php100 plus shipping fee.
- Live Seminars are conducted at BMA Training Center and includes: Certificate of Completion, Seminar Kit, Meals and Drinks. Plus: non-transferable one-time refresher seminar session within one year.

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