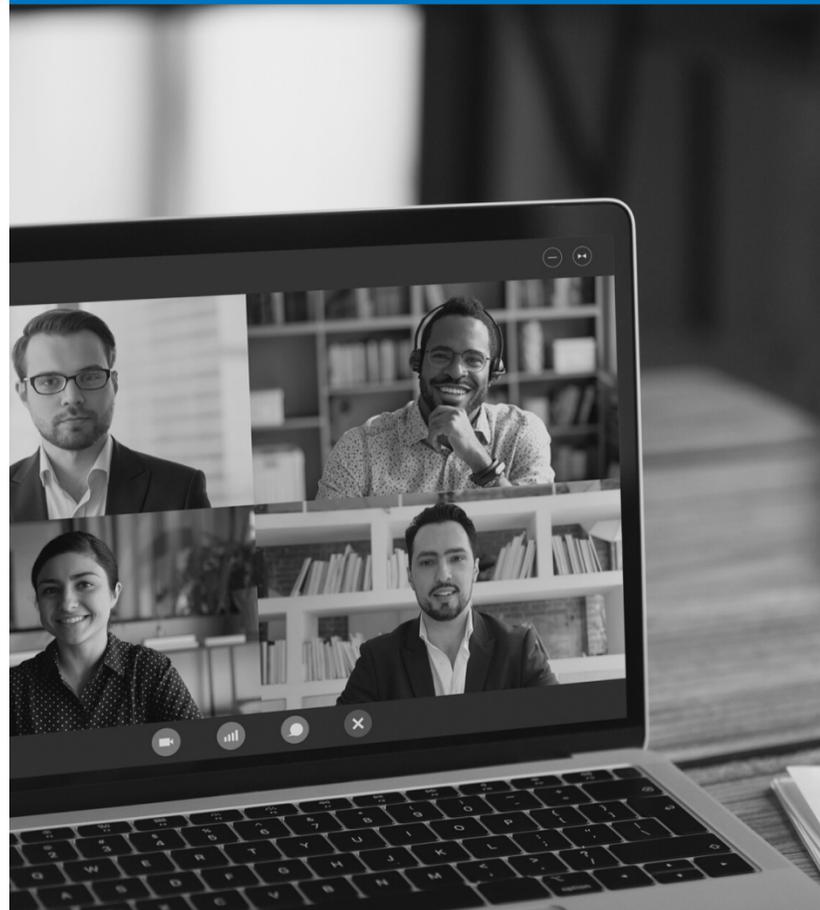


Pitch Perfect

helping you transition to
remote selling



Selling remotely increases the importance of "what you say" and "how you say it". The Pitch Perfect Program harmonises sales and product specialists into a single "voice". Program participants learn proven techniques;

- how to set clear and meaningful agendas, well structured presentations and demonstration scripts
- how to make professional introductions for product experts, establishing their credentials
- how to effectively handle objections and questions

pitch perfect training

The Pitch Perfect Training Program is held over four one hour team sessions designed for team members to learn, practice and rehearse their messaging and pitch flow as a team. This program yields extremely high close ratios.



✉ hello@talkbiglimited.com

www.talkbiglimited.com

Learn the 3 steps to better online sales pitches

www.talkbiglimited.com

Step 1 - Agenda, presentation and demonstration content and flow. This step is the scripting of the sales pitch, technical content and supporting production demonstration for each team member. With the transitions between participants mapped and demonstration scripts finalised, professional introductions are used to establish each team members' credentials to satisfy customer needs. Finally a structured objection and question handling technique is used to define, clarify and script responses to challenging questions and objections.

Step 2 - Practice the pitch components and test the script and presentation, including a review of the unique value proposition and competitive positioning.

Step 3 - Teams rehearse the pitch, transitions and demonstrations and make refinements.

This Program provides a safe training environment for geographically diverse sales and technical teams to practice, refine and explore how to accelerate closing sales opportunities more quickly.

The Pitch Perfect Program offers rehearsal, feedback and coaching to significantly improve online communication effectiveness with customers by specifically addressing customer needs with empathy and credibility.

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Our technical experts are handling customer's questions with more confidence.

Jack Dolan
President US | Texthelp

