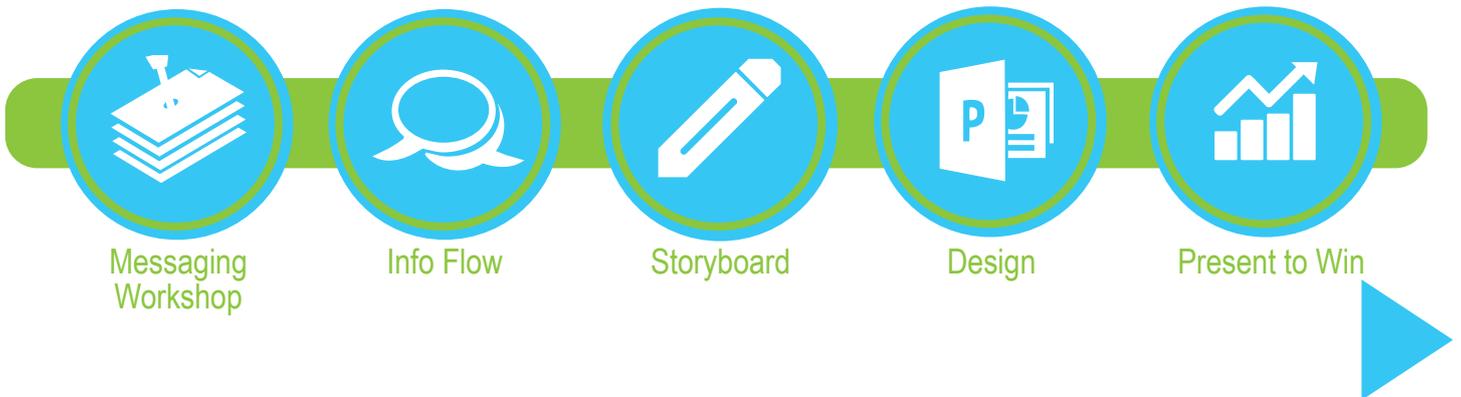


Training, Consulting & Workshops

Sometimes there's no option short term other than getting practical, hands-on support for a key sales presentation. But when taking the longer view, wouldn't you be better placed to improve future win rates if your team was fully empowered ... where you have been coached and trained in those techniques and processes that allow you to take total control over presentation development and delivery? Then your own teams and people directly enjoy the benefits of better presentations and improved win rates.

Quantum uses a proven step-by-step method to refine and hone your presentations' value proposition so that the true value of your company's solution is immediately understood by prospects and clients. The process starts with a highly interactive sales messaging workshop involving your key stakeholders. The results of that are documented - as an "Info Flow" - and subsequently tested as a storyboard (your presentation semi-visualised). Then, once everyone is happy, and the value proposition has been rigorously put through its paces, the agreed sales messages are taken into your sales presentations in the form of impactful visuals. You sell more effectively than ever before using the combination of a crisp, resonant value proposition and vivacious visuals.





Duncan [Cranmer of the Winning Proposal] is a strategic thinker and skilled facilitator who is expert at getting a group to push beyond surface knowledge to truly understand new concepts. He is quick on his feet and able to command an audience. Highly professional and easy to work with. Duncan would be an asset to any organisation and someone I highly recommend.

EMEIA Service Quality Lead, EY (Ernst and Young)



Training, Coaching & Workshops

Where do you need to improve and who needs to improve ... to what extent and how quickly?

A potentially blended programme of Training, Coaching and Workshops on-site and / or off-site will drive you towards the speedy realisation of your desired sales presentation goals.

Bespoke Consulting Services

Where your needs for presentation improvement do not neatly fall into our standard Training, Coaching or Workshops packages we will agree a tailored, targeted work stream that is going to be the most effective way of improving your sales pitches.

Value Proposition & Messaging

Clear, powerful, well-articulated Value Proposition are the cornerstones of great sales presentations.

We'll get these right for you in our messaging workshop so your bids resonate with your readers.

Presentation Health Check Review

A Health Check is a great way of starting your journey to better presentations. A Health Check clearly highlights the strengths to be capitalised on and the weaknesses that need to be minimised and eliminated.

Armed with an understanding of your

current competencies we can build the plan for presentation success with your team.

Presentation Training for Sales

So, you've got your new shiny sales deck and you are ready to go sell, right? But hang on, not so quick. Would you invest in a Ferrari then send one of your guys to compete at Le Mans who can even drive yet? Of course you wouldn't. And the same applies to your investment in your new sales tool.

Our Presentation Training for sales professionals is built around their rolling up their sleeves, stepping up to the





Duncan Cranmer [of the Winning Proposal] enabled CastleOak to formalise a structured process. His facilitated workshops worked well, encouraged positive collaboration and achieved a swift outcome. The process was swift, professional and got senior colleagues on the same page quickly.



Head of Marketing, CastleOak Group

podium and practicing in front of you and colleagues.

It's a tough ask ... but only then are your guys truly fit to compete in your competitive market with the new sales deck. Invaluable for the whole team and often a quite cathartic experience!

Presentation Coaching

Interactive and intimate coaching sessions on a 1:1 or 1:2 basis. Typically executed in tight, manageable half-day sessions to embed learning and new techniques most effectively and speedily.

Process Optimisation

Our presentation development process workshop brings together key personnel to agree and shape the right playbook (process) for you, whether that means starting from scratch or making targeted improvements to what is already in place.

Live Deal Support and Strategy

Alongside of our Training, Coaching and Workshops we are ready to provide you with Live Support services. Are you frantically trying to build a deck for a vital short listing session? Will you be able to properly rehearse the team? Relax! We're here to help with all that stuff, working on your premises as required.

Presentation Services for Long Term Empowerment



Training, Coaching and Workshops



Bespoke Consulting Services



Value Proposition / Messaging Review



Presentation Healthcheck



Training for Sales Teams (Presenters)



Presentation Development Workshop



Presentation Coaching



Process Optimisation



Live Deal Support and Strategy



Short Listing Presentation Support



I just wanted to share with you that I just closed one out of my two sales deals that we discussed on the course. (Second is progressing well too). I am very grateful for all I have learned from you and I truly believe that your course was a significant aid in my sales process! A big thank you from Switzerland."

Front line sales, Bloomberg Tradebook Europe



**Bloomberg
Tradebook**

The failure to differentiate your solution in sales presentations results in your prospect buying from your competitor or not buying anything at all.

Our Sales Messaging / Value Proposition definition services bring you to a full understanding of what customers and prospects most value about your offerings from the all-important buyer's perspective.



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