



Federal Orals Coaching

Creating Poised and Powerful Presenters™

WWW.4POWERLEADERSHIP.COM

4 POWER LEADERSHIP

- Become a poised and powerful presenter
- Learn to speak with impact in any presentation
- Win more deals!



"My proven methods can transform any nervous speaker into a poised and powerful presenter."

– Dan Shyti

Dan Shyti
Professional Speaker,
BD Expert, Electrical Engineer

The Experience You Need

\$30 Million per Page

Sometimes presentations for federal oral proposals are worth that much – and more. Whatever your next presentation is worth, wouldn't you like to improve your odds of winning the bid?

Companies routinely run into trouble on their orals presentations and jeopardize entire multimillion-dollar bids by underestimating the work required to deliver a winning presentation. Don't let that happen to you. Invest in expert help early in the process.

Here are the benefits you'll receive:

- Sharpen your value proposition
- Improve your odds of winning business
- Eliminate fear of public speaking
- Learn proven presentation techniques
- Learn to project confidence
- Acquire new skills you can use in any presentation setting

Services include:

- Comprehensive RFP review to determine full requirements for the orals response
- Meet early with individual team members to assess their skills
- Develop fully compliant briefing outline and assist with building slide content
- Fine tune your value proposition by framing your offering in persuasive language for maximum impact
- Develop scripts by working individually with team members
- Deliver an initial presentation skills kickoff briefing to provide a baseline starting point for each speaker
- Provide individual presenter coaching as needed to boost presenter confidence and authenticity
- Conduct as many rehearsals as time allows to ensure full competency of your team
- Comprehensive graphics support available on request
- Video recording services available for videotaped orals presentations

Do What It Takes to Win

When the stakes are high, hire a coach who has the experience you need. Your investment in a professional presentation coach can generate an extraordinary return.

In addition, your people will receive valuable presentation training that may even be life-changing as they learn to conquer their fear of public speaking. This adds long-term capability to your company.

I've helped clients create winning presentations for opportunities valued at hundreds of millions of dollars. Everything counts and attention to detail is essential. Make the wise investment.



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What Others Are Saying

Pricing Options:

- Services delivered on hourly rate basis
- Travel greater than 25 miles from Sterling, VA reimbursable
- Volume discount available
- Ask about our preferred customer plan

“Dan’s proven techniques and approach to “presenting to win” are the best in the industry as evidenced by our recent award valued at \$207M. If you want to give yourself the best chance at winning contracts, Dan Shyti is without a doubt, the right person to deliver.”

— Greg Storch, Program Director, ActioNet

“Thanks to Dan’s leadership, guidance and effort as our orals coach, we delivered a presentation that the client continually referred to throughout our negotiations and contract signing.”

—Joshue Hoeft, Account Executive
Hewlett Packard Enterprise

Dan Shyti’s Bio

How many professional orals coaches with 31 years of federal contracting experience, professional speaking credentials, and an electrical engineering degree do you know? Put this extraordinary value to work for you.

Dan is formerly a Vice President at a major technology and defense company. He has held various leadership positions in corporations and the military for more than 30 years. Experience includes:

- Thirty-one years of federal government and public sector IT consulting experience resulting in a unique blend of business development, management, and technical expertise
- Established track record of results in orals coaching
- Established track record in successfully completing complex projects on time and within budget
- Specific expertise on how to deliver effective FEDSIM Orals

Dan has enjoyed outstanding success in federal business development capturing billions of dollars in contract value. Here’s a sample of his orals coaching engagements:

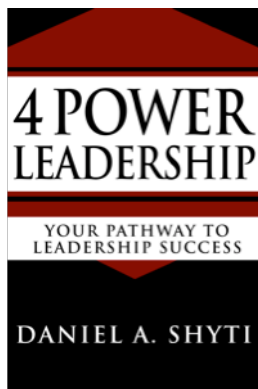
Agency/Program	Value
FEMA Grants Management Modernization (GMM)	\$100M
Protective Security Officer Services	\$100M
GSA FEDSIM – Integrated Award Environment	\$64M
Texas DoT–Capital Projects Portfolio and Project Management Solution	\$27M
Okaloosa County School District	\$20M

Dan is a graduate of Pratt Institute Class of 1983, where he earned a Bachelor of Science Degree in Electrical Engineering. Dan also served four years in the US Army and attained the rank of Captain.

Free Training at Your Location

I’ll conduct a one-hour training session at your location free of charge. If you like what you hear, I’m confident I’ll be helping you win your next deal.

Written for your leadership success.



Learn more about Dan’s book

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