



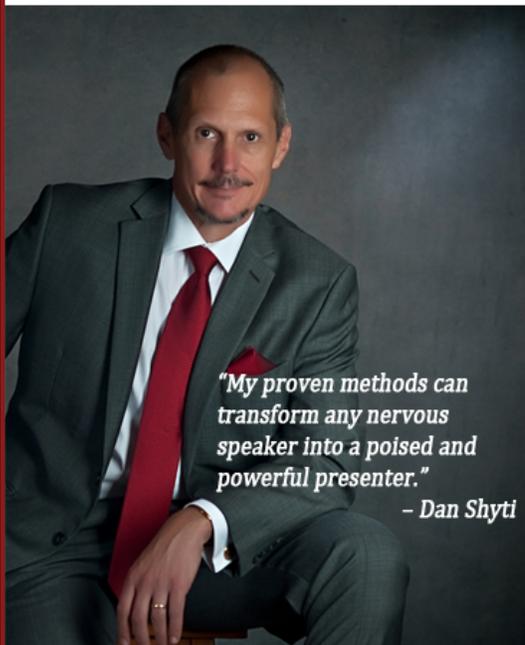
Sales Presentation Coaching

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 sales presentations are worth that much – and more. Whatever your next presentation is worth, wouldn't you like to improve your odds of winning the deal?

Companies routinely run into trouble on their sales presentations and jeopardize entire multimillion-dollar opportunities 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 presentation
- Meet early with individual team members to assess their skills
- Develop a comprehensive 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 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 and money allows to ensure full competency of your team
- Comprehensive graphics support available on request
- Video recording services available for video taped 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 developed my team from a collection of individuals, with varying levels of presentation and public speaking skills, into a cohesive team who all spoke like Churchill (or nearly as well!) With a week's notice he was engaged with a plan, and helped us refine our messages, develop and polish our content, and deliver with high confidence and memorable style. I will definitely use Dan again.”

– Brian Seagrave, VP General Manager, GovPlace

“Within a short two-week period, my team went from a nervous group of unconfident presenters to a unified group of poised and powerful presenters! Very impressive. A job well done.”

– Chris Miller, Program Manager, ManTech

“Dan is an absolute master at getting the very best out of each presenter.”

– Lee Wetzell, Program Manager, L-3 Communications

Dan Shyti's Bio

Dan is formerly a Vice President at a major technology company. He has held various leadership positions in corporations and the military for more than 27 years. Experience includes:

- Thirty-one years of IT contracting and consulting experience resulting in a unique blend of business development, management, and technical expertise
- Established track record of results in presentation coaching
- Established track record in successfully completing complex projects on time and within budget

Dan has enjoyed outstanding success in business development, capturing billions of dollars in contract value. Here's a sample of his presentation coaching engagements:

Client	Value
L-3 Communications	\$1.4B
ManTech International	\$180M
Booz-Allen & Hamilton	\$64M
SOC, LLC	\$52M
L-3 Communications	\$20M

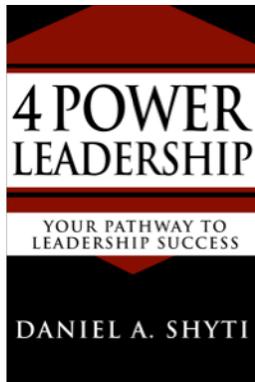
Dan is a graduate of Pratt Institute Class of 1983, where he earned a Bachelor of Science Degree in Electrical Engineering. Dan also served four years in the US Army and attained the rank of Captain.

Written for your leadership success.

Learn more about Dan's book

Visit:

<http://www.4power.com/store/>



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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.