

## Winner Takes All

Federal oral presentations are high-stakes winner-takes-all proposals. Millions — and sometimes billions — of dollars in contract awards are on the line.

Winning depends on delivering a vibrant presentation that captures your customer's confidence. The loser goes home empty-handed, so do what it takes to win.



## Imagine the Euphoria of Victory



This seminar will give you the competitive advantage you need to win by teaching you how to communicate value in your presentation.

***“A mediocre solution presented persuasively will beat an exceptional solution presented poorly.***

***In a high-stakes sales presentation, everything counts.”***

***— Dan Shyti, Professional Speaker and Orals Coach***



## What You Will Learn

- A proven 32-point process that will deliver the thrill of victory
- Save time by avoiding the ten most common mistakes in oral proposal competitions
- Learn twenty pointers to create maximum impact
- The five most important ways to sell persuasively without being pushy
- How to present a testimonial that's memorable and builds trust
- Why what you feel is just as important as what you say
- The top ten techniques for speaker effectiveness
- How to deliver a presentation with confidence
- Five keys to effective practice
- How to win even with an “unseasoned” presentation team



# Winning Federal Oral Presentations

Seminar

Building Poised and Powerful Presenters™

## Who Should Attend

You should attend this seminar if you're a:

- Member of a sales presentation team
- Capture manager
- Proposal manager
- Presentation coach
- Or, just curious about learning sales presentation skills



Win your next deal. Learn persuasive presentation techniques.

## Credentials and Results



Dan and the 4 Power Leadership team have transformed dozens of teams from Nervous Nellie's to Poised and Powerful Presenters™.

Results delivered — 4 Power Leadership clients have won hundreds of millions of dollars in contract value.

Dan is a unique business development professional. How many professional orals coaches with 31+ years of federal contracting experience, professional speaking credentials, and an engineering degree do you know? ***When millions are on the line, experience creates the best return on investment.***

## What Others Are Saying

***"Dan helped me develop and polish my 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 Manger, ManTech***

***"Dan is an absolute master at getting the very best out of each presenter."***

***– Lee Wetzell, Program Manager, L-3 Communications***

## Do What It Takes to Win

Contact Dan today because you need a competitive advantage.

To arrange a seminar at your location send an email request to:

[Inquiry@4PowerLeadership.com](mailto:Inquiry@4PowerLeadership.com)

<http://www.4PowerLeadership.com>

