HOW TO PITCH TO A PANEL

3 TOP TIPS TO CONFIDENTLY PITCH TO A PANEL

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1. DREAM BIG!

In absolute detail, know the exact outcome that will BLOW YOUR MIND
At this point I want you to think BIG... imagine your wildest dreams coming true. If you were at the top of your game - healthy, fit, successful, sharp, bright, strong - what would you dare to believe you could achieve from this pitch?

Be as specific as possible;

- Know the exact volumes of business you want
- Be brave with your growth rate
- Know what precise services or products are included

2. ATTITUDE

Now decide the attitude you want to have in this pitch. It could be;

- Strong
- Calm
- Confident & Open
- In flow
- Engaged
- Considerate

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3. BELIEVE

Visualise your desired outcome. Close your eyes and visualise the applause at the end of the pitch, the shaking of hands, the buy in and commitment from the decision makers. See the trust and belief in faces of the panel members.

SEE YOURSELF BEING ALL THE POWERFUL ATTITUDES THAT YOU CHOSE PREVIOUSLY.

Now play the whole thing back in your mind from the beginning of the day, what you are wearing, of arriving in the car park and how clean your car is, entering the building, waiting in reception, standing with your back straight (no slouching or accepting a drink) to setting up your visuals for your pitch to the opening statement which sets the scene that you know your customer well, to presenting with great tone and pace, giving eye contact and connecting with the panel, involving your panel in your ptich, inviting questions and fluid interaction. Visualise it all the way to the trial close, objection handling and final close, breathing, feeling in flow, aligned and connected with confidence.

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ABOUT LISA CLIFFORD

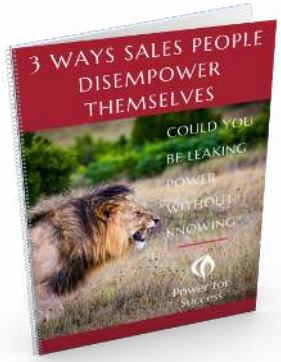
EMPOWERMENT TRAINER, SPEAKER & BROADCASTER

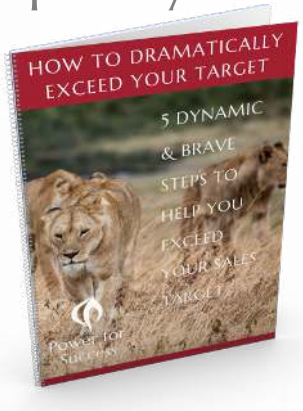
Hello lovely, nice to meet you and thank you for downloading these top tips. I hope they help you and your team in your business.

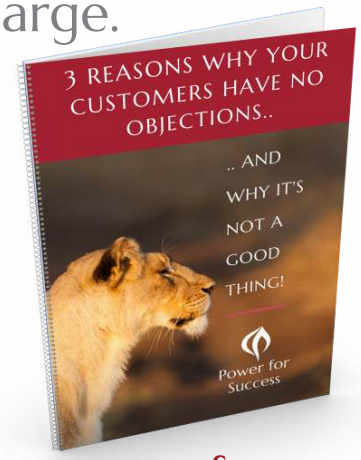
These tips are based on my experience of leading and managing sales teams over the years.

I now work with sales teams as an International Keynote Speaker and Empowerment Trainer. For more information or to arrange a chat you can contact me direct on 07795 634 671.

If you've enjoyed this workbook, why not take a look at the others - all completely free of charge.







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