



WANFAH PROSPER PLT

(LLP0004760-LGN)

PROGRAMME OUTLINE

DAY 1

9.00am to 10.30am

Module I – **P**ositive Start

Structure: Business case preparation; making first impressions with confidence; setting expectation

- Presenter's Four Quadrant
- Communication & Challenges

10.30am to 10.45am Break

10.45am to 1.00pm

Module II – **O**wn the Presentation

Design & Develop: Creating the materials; be in control of the presentation; using various modes of delivery

- Original & Personal Touch
- Effective Tools

1.00pm to 2.00pm Lunch

2.00pm to 3.30pm

Module III – **W**ords that Trigger

Delivery: Using powerful words and right tone of voice; speaking with honesty and clarity; “what to say” & “what not to say”

3.30pm to 3.45pm Break

3.45pm to 5.00pm

- Words & Voice Combination
- Integrity



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DAY 2

9.00am to 10.30am

Module IV – Enrollment

Audience Enrollment: Capture audiences' interest; credible to answer questions; influencing their decisions

- Enthusiasm & Fun Element

10.30am to 10.45am Break

10.45am to 1.00pm

- Managing Attention Span

Module V – Results

Result Oriented: Achieving your selling objective; reinforce the key selling messages; feedback and evaluation.

1.00pm to 2.00pm Lunch

2.00pm to 3.30pm

- Closing the Deal

3.30pm to 3.45pm Break

3.45pm to 5.00pm

- Continuous Improvement

*Time stated is approximate.