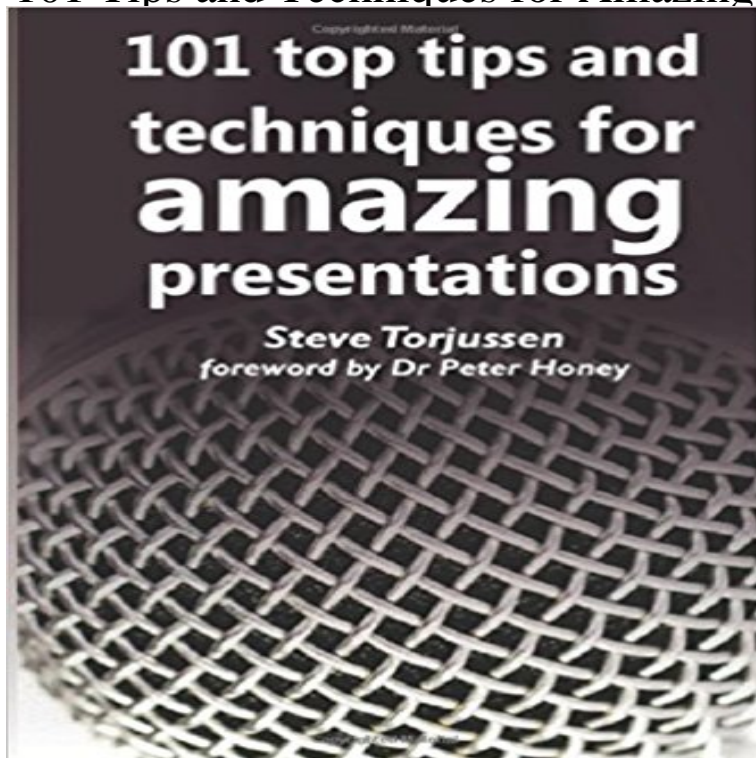


101 Tips and Techniques for Amazing Presentations



Have you always wanted to consistently make powerful and effective sales presentations; able to influence buyers and decision makers positively and continually win business from clients? They say that presenting is the second thing people fear most (after spiders). Amazingly death is seventh on the list! So taking these facts logically - most people would prefer to die rather than stand up and make a presentation! Everyone gets nervous before a presentation. The secret is what to do with those nerves to help you, support you and drive you to make the right impact on your audience. Whether you are presenting to colleagues at work, your immediate line manager, the board, an important client or customer, informal personal presentations or your wedding speech, you can apply any number of the techniques that are listed in this book. This unique book will provide you with a wealth of hints, tips and techniques that I know work. Steve Torjussen has been training and coaching sales people on how to improve their presentations for some 16 years, and has seen dramatic improvements in a very short time when they apply these principles.

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