

*Engage ~ Lead ~ Inspire*

# PITCH FOR MORE BUSINESS WINS

*Align your team for a persuasive  
winning pitch.*



## **COURSE SUMMARY**

Do you spend large sums of money on your bids only to have your team lack cohesion and clarity at the final hour and lose the pitch?

Many companies pour big budgets into bids with teams working disparately in the lead up and lacking the essential elements to beat the competition on the day.

Practice your pitch with proven communicator, business leader and pitch perfecter, Margo Halbert.



## **6 TESTIMONIAL**

*Margo's style of presentation and facilitation is interesting, challenging and engaging. I learnt techniques I can easily apply in my work place. It's presented in such an interesting way that I'm left wanting to learn more. Margo's business knowledge is outstanding and she can relate to numerous roles and diverse businesses.* WOODSIDE



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## KEY BENEFITS

In this facilitated workshop you and your team will:

- Excite your investors, stakeholders, colleagues and peers with your passion backed by a compelling, cohesive business case.
- Use the rule of less is more to effectively engage the people you're pitching to.
- Inspire your team to deliver a pitch that wins business.
- Create a crucial competitive advantage.
- Win more business with greater confidence and credibility

## RECENT PROJECTS INCLUDE:

- Coaching a Senior Joint Venture Lead to increase personal influence and achieve aligned outcomes in less time
- Coaching a Joint Venture team through a critical negotiation
- Coaching an EPCM contractor to pitch and win new business
- Coaching an individual and team to obtain Executive and Board approval for a key project



## ABOUT THE FACILITATOR

MARGO HALBERT has a passion for the art of influence and presentation and how this is applied in the pitch to win more business. Her techniques can help you communicate and influence decision makers. As a coach and workshop leader Margo makes mastering these advanced skills an enjoyable and achievable process. Her sound business acumen and results driven approach has made her a trusted business advisor for many of Australia's leading organisations and their senior executive team.

## QUALIFICATIONS

- High performance Coach & Mentor
- Past WA Speaker of the Year
- Past National and State President of The Professional Speakers Association
- Accredited Executive Coach
- Certified Practitioner in Neuro-Linguistic Programming (NLP)
- Bachelor of Commerce (UWA)
- Accredited 360 Feedback Facilitator
- Facilitator for Behind Closed Doors - women's leadership
- Established and managed Rogen Australia (WA)
- Senior Business Development Lead - Oracle

## BOOKINGS

EMAIL [margo@margohalbert.com.au](mailto:margo@margohalbert.com.au)

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BOOK [margohalbert.com.au/workshops](http://margohalbert.com.au/workshops)