



Sales and Telesales  
**Solutions**

Helping you to increase your market share

**Presentation Skills Training to Supercharge Your Sales**

Professional Trainers and Coaches - Jenny Cartwright and David Cassey

M: +61 414 543 289

E: [jenny@telesalestraining.com.au](mailto:jenny@telesalestraining.com.au)



# Essential Presentation Skills

## What are you doing to develop your sales team's communication skills?

Presentation skills are vital for a salesperson's personal development. Whether they are making presentations one on one or to groups, online or face to face, they need to know how to educate, inspire and motivate the customer to buy.

This course uses a practical hands-on approach where attendees get to practise the speeches they create in front of their peers and receive constructive feedback.

On Day 1 you learn the basic skills to construct and deliver a speech.

### Day 1 - The Basics

- ❖ Networking and Introductions - building relationships with people
- ❖ Overcoming Speaking Nerves - taming the butterflies
- ❖ Crafting a Speech - creating powerful speeches
- ❖ Effective Speaking Skills - using vocal variety and body language
- ❖ Utilising Visual Aids - developing excellent visual aids

On Day 2 you learn how to improve your presentation skills.

### Day 2 - Building the Skills

- ❖ Show What You Mean - using props and visual aids
- ❖ Dealing with Fear and Anxiety - building confidence and trust
- ❖ Using Humour Effectively - how to make them laugh
- ❖ Adding Sparkle to your Speeches - using captivating word pictures
- ❖ Impromptu Speaking - practicing off the cuff speaking

On Day 3 you take your speaking skills to a more advanced level.

### Day 3 - Mastering the Art

- ❖ Delivering Persuasive Speeches - creating speeches that motivate
- ❖ Giving Constructive Feedback - delivering encouraging evaluations
- ❖ Selling Yourself - creating an effective elevator pitch
- ❖ Presenting on Video Conference - using Zoom and Teams effectively
- ❖ Storytelling - presenting informative speeches

The course can be customised to your needs with the topics and number of days required.

## The Course Leaders

### Jenny Cartwright

Jenny Cartwright is a renowned trainer and speaker at conferences around the world. Her sessions are described as “inspiring”, “motivational”, “educational” and “interactive”. She has made the art of professional speaking a passion and an interest for the last 25 years.

Jenny attained “Professional Member” speaking accreditation at National Speakers of Australia (NSAA) in 2007 and CSP (Certified Speaking Professional) the highest speaking accreditation from Professional Speakers Australia in 2017.



### David Cassey

David Cassey has been a Toastmaster for more than 25 years, starting out as a member and club mentor for Professional Speakers Toastmasters club in the Sydney CBD. He is currently the President of Roseville Toastmasters, and the Area 9 Director for District 90.

Since 2014, David has successfully presented multiple Presentation Skills training courses for corporate clients and Toastmasters clubs.



## Testimonials

“Outstanding presenter at Professional Services Sales and Marketing Conference Sydney 2018. Really liked Jenny’s very interactive presentation, how she got the audience’s mood up right from the start and how she had great use of humour with lots of useful information. This was a positive, energetic and really practical presentation.”

**Adrienne McLean, Professional Services Sales and Marketing Conference Organiser**

“Jenny is extremely passionate about teaching others to improve their sales and presentation techniques. Her depth of knowledge and expertise is undeniable. She motivates participants to improve their skill level, with simplicity and effectiveness. I highly recommend her services for speaking or training.”

**Carol O'Halloran Sales Manager Roma Foods**

## Testimonials for the Course

“I am so pleased with myself for completing this course and already see changes in my thinking and confidence.”

**Jackie, February 2021**

“I thoroughly enjoyed the course and learned a lot from the experience.”

**Bonar, February 2021**

“I love the clarity that the course provides, allowing people to quickly grasp the structure of giving a speech. Lays a solid foundation.”

**Victor, November 2019**

“David was very good and enthusiastic to share his vast experience. We learned a lot.”

**Vinit, November 2019**

“The course was very useful and I will definitely recommend it to anybody who wants to improve their speaking skills.”

**Kannan, November 2019**

“I think the course has a great balance and considering the amount of time, the delivery of the course is excellent.”

**Sam, November 2019**