



LEADING EDGE CHANGE
Professional Programmes for Peak Performance

WINNING PROPOSALS

A Leading Edge Change in-house Business Skills Course

There are more losers than winners when organisations tender their proposals.

The research, writing, production and presentation entail a lot of time; effort and, therefore, cost. Apart from the possibility of learning from experience, the only return comes when you win the business.

So how do you put together and present a proposal in a way that gives you a far better chance of getting the business?

This participative course gives you the opportunity to explore the skills and techniques that have proved to increase the chance of winning the business. We offer an added benefit, both to your business and the effectiveness of the course, by including an analysis of the strengths and areas to develop in proposals that you have made.

Key features:

- ◆ Projecting the right image
- ◆ The reader's needs
- ◆ Structuring your proposal
- ◆ Identifying and highlighting your USPs
- ◆ Creating and maintaining interest
- ◆ Presenting your proposal

These focussed development programmes allow us to work closely with your selected employees to deliver more skill enhancements faster.



LEADING EDGE CHANGE is committed to helping business achieve its potential in an ethical and sustainable way.

We all know that business outcomes are a direct result of the activities of the people working on them. To make a real difference people need three things:

1. Motivation
2. To think in ways that allow new distinctions to emerge
3. To be able to build the relationships needed to get the desired results

Combining all the proven benefits of NLP techniques with our extensive business and training experience, our performance training programmes will promote development in all three areas. Furthermore, as learning works best when all senses are engaged, our training challenges participants to engage fully. All workshops and programmes involve practical, interactive experience to make them fun and accelerate easy learning.

Our workshops, development programmes and training courses are available at a timing, length and price to suit your needs. We will run courses and programmes individually or as a package as required.

Other services:

Our **Personal Executive Coaching** provides confidential one-on-one coaching for directors and senior management, helping them find their own special talents to make the changes that take business forward.

Our **Strategic Coaching** helps a board or management team define their overall business goals and desired outcomes, development the strategy, build and test the business case and business plan and implementation planning and delivery.

To book this workshop or to find out more about our training, consulting and executive coaching contact Patricia Scott at:

**Leading Edge Change
Rivendell, 5 The Clays, Market Lavington, Devizes, Wiltshire, SN10 4AY**

**Telephone: 01380 816077
E mail: pat.scott@leadingedgechange.com**

or visit our website at www.leadingedgechange.com

