

'Win more Business' – Presenting to your client

Friday 24 May 2019
12noon -2pm
Manchester Hall, 36 Bridge Street, Manchester M3 3BT



[@wipnorthwest](https://twitter.com/wipnorthwest)



[Women in Property
North West](#)

Join us for lunch and our second seminar where Alison Zalecki of Mozer will be sharing the techniques to win more business, by showing us how to:

- Engage with your client before the presentation - to find out what you need to focus on
- Understand your audience type - to persuade different people in different roles
- Set a persuasive structure – by focusing on them first, and you second
- Use appropriate visual aids - to keep your audience engaged
- Close the pitch - with next steps and actions

...to win the work!

Please advise the event organiser of any dietary requirements at the time of booking.

To Apply: Please fill out and return the attached form together with your cheque (payable to "Women in Property") to:
Lindsey Fallon, Innov8 Development Solutions, The Soapworks, Salford, M5 3LZ

lindsey.fallon@innov8ds.com

0161 872 8884

Please email event organiser for BACS details; no refunds for cancellations



Win More Business 24 May 2019 Members £15 Non-members £25	
Name:
Company:
Contact Tel No:
Email Address:
Number of places required:MemberNon-Member	
Is this your first event? Yes or No	



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