

+ Specifically for the travel & tourism industry

This day is aimed at honing your presentation skills and also learning advanced selling techniques



Day course

Prepare

- Purpose
- Attitude
- Expectations
- Audience
- Location
- Time management
- Team presentations

Use of technology

- New technology
- Interactive
- Smart ideas
- Engagement of audience
- Hands-on training

Control the room

- Behaviour
- Tough questions
- Team work
- Closing for the WIN

+ Failure to prepare is preparing to fail

Don't underestimate this part of ANY presentation

Prepare for the game

It isn't all about the PowerPoint.

Attitude, planning and being a subject matter expert (SME) is more important.

Understanding why the meeting is being held and what outcome YOU want plus what you might agree to are vital planning issues.

This one-day training will ensure you go into any meeting happy to be there.

Dealing with difficult environments by planning ahead will give you the edge over your competitors.

Working on strict timeframes to prepare and present cause many people problems.

Working as a team can be problematic and needs extra skill-set to manage.



Control the room

Every meeting will be different

Your personality, character and ability to lead will determine how YOU should control a presentation. We will discuss personalities, cultures and reading the audience.

A presentation can come in many structures, formal setting, relaxed environment, strategic think-tank or small group round table. Be aware of personal space, people taking over and skills to regain ownership of the meeting.

Dealing with difficult questions, incorrect assumptions and a tough audience are aspects of

presenting, which we will offer advice and solutions to try.

Working with other team members can be a positive or a negative. We will work through different case studies, which will help you recognise the signs to look for in your own company.

At the end of the day you need to get to a WIN position. We will help you understand when you've reached that point as many people misread their audience.

Engage

Amaze

Inspire

This training is specifically aimed at the travel and tourism sector. We aim to help you grow in confidence when you have to present to clients, suppliers, prospects and your own team.

If your role is a travel agency owner, sales rep, airline executive, travel management account manager, hotel sales person or you are employed in the tourism sector this course is for you.

Our trainer has over 25 years experience in all these sectors and we will ensure the training is relevant to your daily role.

It is also of value as your career evolves and it may take you into another travel segment.

Our course includes a full day training, coffee breaks, lunch and take away documentation.

Just bring your undivided attention, desire to learn and willingness to engage in an interactive environment.

“Twenty years from now you will be more disappointed by the things you didn’t do than by the ones you did do.”
– Mark Twain



Changing Times

PO Box 304, Mount Eliza, VIC 3930

Call **0402 335755** to reserve your place or book via our website

<http://www.changingtimes.net.au/book-online>

For details on mentor, business coaching and other services see our main website

www.changingtimes.net.au

- ✓ Small group environment
- ✓ Learn from a travel professional
- ✓ Real life examples
- ✓ Informal and engaging atmosphere
- ✓ Special discounts for 3+ attendees from one company
- ✓ If you have team members who are starting their career why not book them on our starter course.