

+ Specifically for the travel & tourism industry

This two day session 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 two-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.



Don't use PowerPoint just because everyone else does.

Dare to be different.

Engage, amaze and inspire

Our trainer, Richard Savva, has extensive experience in delivering and listening to travel & tourism presentations. He has also been an AFTA judge for the NTIA awards.

You will learn what works and what doesn't work when it comes to using technology and which to leave in the office!

Learn how to interact with your

audience so the presentation is not a boring mono tone event.

Discuss new ideas about how to 'wow' your audience so you stand out from your competitors.

During the two days you will be actively involved in preparing presentations as an individual AND as a group. Understanding the challenges and benefits of a team presentation.

For sure you won't deliver another **blah blah** presentation

Technology used correctly can enhance and make your presentation a stand out.

We will show you how, when and where YOU will WIN the meeting without using technology.



Winning a tough negotiation, gaining a new piece of business or an offer of a new position doesn't happen by chance.

Using our tried and tested guidelines you will have an unfair advantage.

It isn't going to be just the technology that gets you across the line.

Sometimes you won't have a large arena and will need to WIN a one-on-one situation. Presentation skills will assist in such environments.

Engage

Amaze

Inspire



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 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.

Richard 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 two full days training, hotel accommodation, coffee breaks, lunch and take away documentation.

Attendees must stay over on the middle night as there will be group course work.

"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

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

www.changingtimes.net.au

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

- ✓ 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.