

*Improve your sales proposal
and tender skills.*

Learn the art of winning.

WINNING TENDERS ONE DAY MASTERCLASS

Learn how to plan, design and execute a winning bid, and navigate the tender process. This course is thoroughly researched and incorporates international best practice methodology.

The training is relevant, fun and interactive with practical exercises to reinforce the principles learnt.



COURSE OUTLINE

- 1 Fundamentals of a great sales proposal
- 2 Understanding persuasion
- 3 Demonstrating value to your customer
- 4 Proposal writing basics and best practice
- 5 How to construct a winning tender
- 6 10 tips for a compelling proposal
- 7 Managing a complex RFP/tender/bid
- 8 What evaluators like and don't like
- 9 Essentials for a successful tender team

Our trainers are proposal professionals, accredited by the international industry body, Association of Proposal Management Professionals (APMP).



RATES AND TERMS

In-house training is ZAR 2,750 per delegate per day (no VAT).

Training is tailored for your organisation

You provide the training venue and catering.

A minimum of 4 to maximum 10 delegates required.

Public training is ZAR 3,750 per delegate per day (no VAT).

We provide the venue, lunch and refreshments.

Payment secures the booking and is due one week prior to commencement of training. Courses or delegates cancelled less than 7 days prior to scheduled training will not be refunded.

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WINNING TENDERS REGISTRATION FORM

Email completed registration form to hello@bidstudio.co.za
(PLEASE COMPLETE IN CAPITAL LETTERS)

Company Name:

Reg:

VAT:

Postal Address:

Postal Code:

Person responsible for account:

Tel:

Email:

Yes! Please register the following delegate(s) for In-house or Public training

Please contact me about alternative dates

Attending Delegates

Full Name:

Email:

Tel:

Designation:

Full Name:

Email:

Tel:

Designation:

Full Name:

Email:

Tel:

Designation:

Acceptance of Rates And Terms

Payment secures the training and is due at least one week prior to commencement of training. Courses or delegates cancelled less than 5 days prior to scheduled training will not be refunded. If you are unable to attend, a substitute delegate is welcomed at no extra charge.

Bank Details: FNB Business Account, Account No: 62826320054, Branch Code: 253305
Branch Name: Rosebank

I accept the terms and conditions.

Name:

Date: