



Growth Management Consulting LTD



TUNE YOUR SALES - INVESTMENT PITCH

Auckland, Wellington, Palmerston North and More in 2011

“POWER PITCHING”

- ✓ **CAN YOU EXPLAIN WHAT YOU DO IN 60 SEC's**
- ✓ **IS YOUR PITCH GETTING THE RESULTS**
THEN YOU NEED TO ATTEND THIS WORKSHOP.

Getting your “story” or pitch right, is not only the secret to gaining access to customers but it will also open the gateway to attracting talented staff and investors.

It's amazing that the majority of companies fail in the basic task of explaining what they do. It takes practice and time to master this talent in an effective way. Most companies will fail to secure investment and limit their growth potential if they do not master the talent of pitching.

This workshop is an interactive working session – no passengers allowed. As well as crafting your important “elevator pitch”, you will learn what investors are looking for in an investor pitch. This is a high impact intensive session with rave reviews.

Workshop Agenda: (4 hours)

- Create your succinct-story
- Pitch structure and content
- Pitch Delivery
- You're on stage to pitch
- Critique of your pitch



PRESENTER: **Mark Robotham:** www.growthmanagement.co.nz Mark's blog: www.succinct.co.nz



Mark Robotham has built a reputation as an inspirational public speaker – facilitator sharing his pragmatic approach to leading businesses to success. After a successful career high growth technology companies, he has spent the past 5 years inspiring and guiding NZ's emerging businesses. His Power Pitch workshops and coaching have given clients more customers and helped close investment deals. His services include: advisory boards, pitch coaching, facilitating strategy days, public speaking and business training. Originally trained as an electronics design engineer, he spent the later part of his corporate career in international marketing working both in NZ and in Silicon Valley.

“Mark is one of the best business trainers I have come across, his pragmatic approach and passionate style gets results – our readers love him. They go away inspired and armed with new ways to improve their business” Julie Gill – GM Business Media Fairfax, Unlimited Magazine

REGISTER online <http://www.growthmanagement.co.nz/training.html>



IS YOUR BUSINESS - INVESTMENT READY?

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“THE ESSENTIAL GUIDE TO RAISING CAPITAL”

DO YOU HAVE A BUSINESS WORTH YOU INVESTING IN ?

Have you ever asked yourself:

- ***If I had \$500K or \$5M invested in my business, what would I do?***
- ***How do I get an investor to invest in my business?***
- ***How do investors calculate what my business is worth?***

If you are looking at raising external funding or investing your energy into a new business then you should attend this workshop.

Workshop Agenda: (3 hours)

- What do investors look for in your business?
- Calculating a valuation for your business
- The process of closing the deal and what the common terms are
- How are deals structured?
- What help is out there to help you become investment ready
- Update on the investor market in NZ

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