



Staying in the Helicopter® Masterclass Series

## **Present and Pitch for Profit**

### **Overview**

The more senior we get in the organisation the more we have to present and pitch and the more important it is to be skilled at doing so.

As Business Leaders, whether we are pitching to potential investors or high level customers or presenting to shareholders or employees it needs to be:

**Authentic - Compelling - Concise - Effective - Memorable**

We have all sat through presentations that are none of these things - and often supported by slides that detract rather than enhance.

We've been on the receiving end of pitches that spend more time telling us about them and less about about us and how they might solve our problem or address our needs.

**Ineffective pitches and ineffective presentations directly affect your bottom line**

**Your investment in this day of your time will change the way you present and the way you pitch - for ever!**

### **Methodology**

This highly interactive and participation driven Masterclass is by one of the most highly ranked international professional speakers and a global authority on business who spent over 25 years leading international business at the highest level, ultimately a plc.

He will share with you the tools and secrets to a compelling presentation and a successful pitch:

How to construct your presentation - both the content and the 'journey'  
The vital ingredients, shape and psychology of a pitch  
Your voice, body language and passion  
The power of stories, silence and, on occasions, self deprecation!  
Preparing and utilising slides that enhance rather than detract  
Reacting to your audience

This is a participative day with you able to 'strut your stuff', have some fun, and develop your presentation skills in a safe environment with a limited number of similar people.

### **What people say**

**I am amazed at the reaction experienced by Roger's audiences. They are totally engaged from beginning to the end and all seem to be transformed in one way or the other. He seems to have no country or cultural barrier.  
He has laser sharp focus and keeps his audience spellbound**

- Rakesh Bhargava, Chairman, The Academy for Chief Executives, USA and India

**Roger deserves his accolade as one of the world's most effective business speakers. He applies his expertise and experience to the task of opening minds and inspiring business leaders to raise their game.**

- Nick Jackson, Chairman, The Cumbrian Chief Executives Forum

**Roger's huge experience, combined with a direct, engaging style makes him a great business speaker and coach. He made a huge impact on our management team.**

- Andrew Shaw, CEO, Dubai Cable Company, UAE

**Absolutely enlightening, enriching and useful!**

- Stephanie Tay, Senior Account Director, Media Corp, Singapore

**Roger Harrop has the very special combination of genuine board room level leadership expertise of major corporates together with an ability to engage, inspire and entertain an audience of any size or culture.**

- Matt Crabtree, Managing Partner, Positive Momentum Limited

**Excellent speaker: enthusiastic, inspirational, great diction and high energy - the opposite of boring!**

- Steven Bruck, Vice President, Sweet Amanda Inc, New York

**Roger focusses completely on the needs of his audience. The fact that he is also a fabulous motivational speaker who talks with authority, humour, irreverence and total credibility in his field is almost secondary - he is one of the most complete speakers I have ever seen.**

- David Thomas, Owner, David Thomas International

Roger Harrop is a marvelous speaker, every time he finishes his session the audience is more than satisfied. I doubt there is anyone else who can do better than Roger in his field.

- Roy Selvaraj Marimuthu, Results Asia, Kuala Lumpur

Thank you for a fabulous presentation to my group last week. The content was excellent and timely, the supporting material and power point great and your delivery entertaining and professional. Look forward to a repeat in Cape Town later in the year.

- Randal Godden, Owner Vistage South Africa

## About Roger

Roger Harrop BSc(Hons), CEng, FIMechE, FCIM, FInstIB, FPSA, PSAE, CSPGlobal has spent over 25 years leading international business at the highest level, ultimately a plc, putting him in a unique position to deal with contemporary business challenges.

He is an, Oxford, UK based, international motivational business growth expert who inspires and entertains his audiences with his acclaimed Staying in the Helicopter® programs. Over 20000 CEOs, business leaders and others have achieved transformational change through his thought provoking and entertaining talks laced with real-life stories, anecdotes and humour.

He is ranked in the top 10 of business management speakers worldwide, a former President of The Professional Speaking Association, a winner of the prestigious Professional Speaking Award of Excellence and is a twice Speaker of the Year with The Academy for Chief Executives.



### ROGER HARROP

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International Speaker



“Ranked in the top 10 Management & Strategy Speakers Worldwide”

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