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100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

How to Convert Telephone Calls into Powerful Presentations

By Roger C. Parker

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You can multiply your ability to persuade by 400%, whether your audience is 1 or 100. Web-based presentations add a visual element to teleconferences. Instead of just talking to prospects, you can simultaneously show them and tell them. According to a Wharton Business School study, this dual mode communication makes your message up to four times more effective than using just your voice.

Present from your office:

Web-based presentations can be as effective as in-the-same-room presentations, but are free from the costs and frustrations involved in traveling.

Talk to your prospects using your current telephone or—for large groups—a rented bridge line. You and your audience view your visuals using a standard web browser and Internet connection.

You control what's displayed on your audience's computer screen! Your screen contains a menu listing available visuals. You control presentation content, pace, and sequence. You can spend as much or as little time as desired on each visual. You can show all of your visuals, or just those needed to respond to attendee concerns or questions.

No limits on audience size:

No audience is too large or too small for a web-based presentation! You can easily and cost-effectively show and tell 1-to-1 as you speak to individual prospects, or you can present to hundreds at a time.

No advance scheduling:

Your visuals are available 24/7. No reservations are required to present. Convert any telephone call into a presentation by inviting your caller to immediately access your online visuals while talking.

How to Convert Telephone Calls into Powerful Presentations

More than one set of visuals can be prepared and ready for instant use.

Preparing your visuals:

Use Microsoft PowerPoint™ to create your presentation. Presentations can be as simple or complex as desired.

In addition to creating visuals for your "core" presentation, consider creating "contingency" visuals available for showing as needed. This permits you to customize your presentation on the basis of questions from the audience or callers.

You can easily add and edit visuals. This permits you to customize the title or specific visuals with your client's name or client-specific contents and prices.

After completing your presentation, upload it to the server where your visuals will be available online to you and your clients, prospects, or employees.

Access:

Only those who know the specific location of your presentation on the web will be able to access your visuals. You can communicate the URL during the phone conversation or you can send it to a group via e-mail before an event.

Unless you are also online, visitors will not be able to navigate through your presentation.

Applications:

Any presentation task you would normally accomplish in-person can now be done on the phone and online: Demonstrations. Do a better job of describing the benefits of your product or service by showing as well as telling. Interactively walk prospects through the steps you'll use to help them solve a pressing problem or achieve a desired goal. Previews. Increase attendance at teleseminars and live events by previewing the contents and benefits of attending. Proposals. Deliver client presentations in an interactive environment. Use your voice to build enthusiasm and address concerns or questions as they arise. Continuous contact. Keep in close touch with clients and prospects while helping them make informed purchase decisions and best use of their purchase. Training. Keep employees and your sales staff motivated and up to date on your latest products and services.

It's all about relationships. Web-based presentations are just another way you can put today's low-cost technology to work building and maintaining close ties with customers and prospects. At low cost, you can communicate with added impact from your office.

Let Roger C. Parker show you how to attract qualified prospects and retaining clients by creating the right messages and choosing the right tools. Visit

or call Roger at

603-742-9673 for information.

How many calls did you miss last week?

By Marcom Communications

How many calls did you miss last week? by Marcom Communications

Every week, thousands of potential customers are lost due to businesses not answering telephone calls. What is even worse is that most organisations believe they are answering all incoming calls! Simply using call logging technology can show just how many calls are missed and who they were from. Find out more at <http://www.marcom-news.com/marcomnews/id6.html>

None

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