

Bid to Win Workshop

Bid Teams improve process , skills & success

Learn how to get your bids noticed.... for the right reasons

Proposals that don't clearly establish relevance, value and significant impact on client operations get discarded. In this workshop, participants learn **new habits and skills** that will enable them to **write winning bids** more quickly and easily. Also crucial, learn how to decide whether or not to bid.

- ? Are you losing too many deals?
- ? Does your tender process work?
- ? Do you know what skills you need to win?
- ? Do you want your complex proposals and tenders to seal the deal for you, but don't know where to begin?
- ? Do you know the answers to the 7 questions that will ensure your proposal provides a client-centered solution?



This one day workshop shows you how to build the foundation for a **successful bid team**. Learn how to respond to Requests for Proposal (RFPs) and submit proposals or tenders that improve your chances of **winning the business**.

Topics include:

- ✓ Bid Process & Skills Needed
- ✓ Gap Analysis
- ✓ Writing to Win - *Tips and techniques*
- ✓ How to write a persuasive Executive Summary
- ✓ Live Bid Scenario – *fun practice working with a team*
- ✓ Feedback to Improve
- ✓ Speeding up the Process - *how you can produce persuasive results faster.*

What some past delegates said...

"This workshop will improve my tender success ratio. I learnt about differentiators & proof."
"Tender 101, everything I learnt was important."
"I now understand what we're missing in our proposals."
"The bid scenarios were insightful and nicely brought together what we'd learnt."
"I have increased my win rate considerably since attending Bid to Win"

Sant Methodology

The **Bid to Win** workshop incorporates **Dr Tom Sant's** proven bid management best practices and methodologies to assist you in gaining your competitive edge in the market place and getting the results you want.



Named one of the Top Ten Sales Trainers in the World by Selling Power Magazine, **Dr. Tom Sant** is a world-recognized expert in effective selling and persuasive communication. He has been called "America's foremost practitioner of proposal writing" by the American Management Association, and was named one of the first ever Fellows of the Association of Proposal Management Professionals in recognition of his lifetime of contributions in the field of proposal writing. Tom is the author of *Persuasive Business Proposals*, *The Giants of Sales*, and *The Language of Success*. Read more about Tom at www.tomsant.com.

Price R2,390 (excl. VAT)
Bookings events@nfold.com



Specials:

- ✓ Group bookings of more than 5 from one organization will receive a free Tom Sant book per team.
- ✓ 10% Early Bird discount applicable to bookings made and paid for at least a month prior to the event.
- ✓ 10% discount given to Association for Proposal Management Professionals (APMP) members.

Why nFold?

nFold represents the bid best practices promoted by Tom Sant and have a proven track record in sales effectiveness solutions since 2001. As advocates of the local proposal professional community, we are ideally poised to create an outsourced bid centre. We have co-founded the local chapter of the Association for Proposal Management Professionals (www.apmp.org.za) and run a series of specialist training interventions. nFold has qualified as a Technology Top 100 company since 2006. In 2006, we were also selected as a finalist for "The Most Innovative Company" by Forge Ahead.

nFold is focused on proposal training , consulting and software services that increase our customer's deal capacity. We deliver words that win.



t: 011 486 2418
f: 011 486 0335
e: info@nfold.com
www.nfold.com

Accredited: Association of Proposal Management Professionals
Distributor: Qvidian Sales Effectiveness Software
Represents: Tom Sant International Proposal Best Practice
www.apmp.org.za www.qvidian.com

nFold (Pty) Ltd Reg#: 2001/024185/07 VAT#:4960199737 Director: S Pullinger, T Monoyoudis

nFold Workshop

Booking Form

Course Type	Bid to Win Workshop	Duration	1 full day
Dates for 2011	2 March	Cost	R2,390 + R334.60 VAT = R2,724.60 per delegate per day
	4 May	Venue	SAB Training Institute, 15 Candican Road, Kyalami, Johannesburg
13 July			
7 September			
2 November		RSVP	events@nfold.com Fax: 011 486 0335
Trainer	Sandy Pullinger, nFold (Pty) Ltd		



Your trainer, **Sandy Pullinger** is the first chairperson of APMP South Africa. In January 2011, Sandy became one of 2 people in South Africa to achieve Practitioner level international accreditation from the Association of Proposal Management Professionals. She has been writing proposals since 1992, consulting in the field since 2001 and has trained over 250 people in the science of writing winning sales proposals. In 2009, she addressed the international conference of the APMP, where she met Tom Sant, whose world-renowned best practice nFold represents locally.

Booking Details

Full Name (to appear on invoice)			
Designation			
Company Name (to appear on invoice)			
Company VAT Number			
Order Number (optional)			
Postal Address			
Email Address			
Phone Number			
Cell Number			
Date of Workshop			
Delegate Name (to appear on certificate)	Job Title	Cell Phone Number	Email Address

Order

No. of delegates	R Price per delegate	R Subtotal	R VAT	R Total
	R2,390.00		+	=

Bank Details:

nFold (Pty) Ltd, First National Bank, Hyde Park Branch (255805) Current Account 62032649090

Terms and Conditions:

- RSVP and payment at least 1 week prior to event. Payment secures booking.
- Cancellations must be made in writing.
- Non-arrivals, cancellations and postponements made less than 48 hours prior to the event will not be refunded. However substitutes are acceptable, please provide details in writing.
- Trainer may change.
- nFold reserves the right to cancel or postpone this event. Payments will be refunded if it becomes necessary to cancel.
- Course fee includes lunch and refreshments. Special dietary requirements to be advised in writing to nFold at least 48 hours prior to course.
- An attendance certificate will be provided at the end of the day on completion of the workshop.
- If you have not received confirmation of your booking before the event, please contact us to ensure that your booking has been registered.
- This workshop is © nFold (Pty) Ltd.



t: 011 486 2418
f: 011 486 0335
e: info@nfold.com
www.nfold.com

Accredited: Association of Proposal Management Professionals
Distributor: Qvidian Sales Effectiveness Software
Represents: Tom Sant International Proposal Best Practice
www.apmp.org.za www.qvidian.com

nFold (Pty) Ltd Reg#: 2001/024185/07 VAT#:4960199737 Director: S Pullinger, T Monoyoudis