

There are many reasons why we can fail to win new business. One of the biggest is that we can fail to engage, talk their language and get our message across clearly and authentically. These 13 Secrets are distilled from 25 years experience and have already helped companies win business worth hundreds of millions. Michael Trigg has worked with more than 50 companies and spent over 20 years researching some of the best, most powerful and most useful presentation techniques on the planet. This book is a distillation of what he found. These techniques work time and again and in almost any context. Whether you are an experienced presenter giving a keynote speech to a conference, talking to 600 tribesmen in Africa or pitching to a client - they just work. They could be the difference that makes the difference.

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