



## BID SUPPORT



### OPERATING AS BID DOCTORS, WE ARE THERE TO ENSURE THAT:

- Your win themes are clear in the presentation; that they are obvious 'headlines' and not messages that are lost in the noise.
- Processes and methodologies are brought to life through effective story telling – that the win themes are attached to stories about people and not faceless organisations.
- The various presenters feel like one team who will deliver a solution; and not a bunch of individuals who will deliver disparate aspects of a solution that may not knit together.
- The content plays to identified strengths and not patching up weaknesses.

### OUR APPROACH:

Following the session, the team should feel confident that they have winning content and the delivery skills to ensure the content is delivered with impact.

We see our role as one that challenges. We are not there to respect and pander to titles, we are there to help you to win. This means that our role is to be independent and to say it as it is. However, we do understand that part of our role is to build confidence and give people on the team the encouragement to express themselves in a way that contributes to that win. Our job therefore is to get that balance right.

## WHY CHOOSE AMBER?

We help businesses to grow through people development. Specialising in management and communications skills, we offer a wide range of training including:

Presentation Skills; Personal Effectiveness (Insights Discovery); Media Training; Communicating with Impact; Storytelling for Business; Bid Support; Time Management and many more.

Formats include online and face-to-face workshops plus one-to-one coaching programmes for individual needs.



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