

Rainmaker Boot Camp

An intense 3 day course or 6 half day sessions over a period to suit you...techniques easily applied for instant tangible results!

Chris Hughes is a corporate trainer and an international speaker. He is also the founder of The Hughes Company. After much dedication and continued success in the UK he now travels the world delivering his expertise at conferences and events to businesses, teams and individuals, most recently in the USA, Monaco, Malaysia and Australia.



Learn tried and tested techniques, simple yet genuinely effective strategies... Know what to say and how to say it to ensure you get the best results for yourself and the client! Every step that you need to ensure you maximise the opportunities with potential clients will be covered:

6 half day workshops – learn simple tips and techniques guaranteed to get results in all of the areas below, including the common mistakes people make and how to fix them!

Networking: Effective networking is a fantastic way of developing your business
Make the most of each networking opportunity, learn successful conversation structures, how to speak to different personality types for the best effect and much more...

Calls: What to say and how to say it!
How to overcome your call reluctance and deal with people's objections (then use them to your advantage) and gain enhanced listening skills so that you can sell more to your clients...

Meetings: Easy ways to get them and then make sure they are efficient and compelling whilst you're in them!
Get buy in from attendees, energise and steer discussion to achieve your outcomes, how to finish the meeting whilst ensuring commitments are made and followed through afterwards...

Proposals:
Know how to create proposals in a structured and logical fashion, how to keep them simple and clear and save time by writing only what is necessary in order to get the work.

Pitches/presentations: Be confident and competent - say less and get bigger value work!
Captivate your audience - constantly move them towards your outcome, learn persuasion techniques, know how to organise your thoughts, position yourself in a connecting way and close to create a lasting positive impression.

Follow up: **Absolutely essential techniques to ensure all of your previous hard work pays off!**

"There is no cost involved – only investment which will be repaid many times over"

"I would recommend anyone who is serious about improving performance to spend time with you. There is no cost involved - only investment which will be repaid many times over by the improvements in effectiveness which anyone applying what they learn can achieve. Many thanks."

SK – FTSE 100 Firm

"Since we started working with The Hughes Company we conservatively estimate that they have helped us to add an additional £2m to our bottom line in the last few months. Their insight and expertise has been invaluable."

RK – Professional Services Firm

The Hughes Company helped this individual to, "...increase my organisation skills, improved my capacity to conduct meetings and to monitor traders performance which I estimate will contribute an additional \$5m per annum profit."

TG – FTSE 100 Company

Contact us to book your Boot Camp experience: +44 (0) 113 203 1348

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