



Give yourself an unfair advantage

What is the secret behind great presentations, pitches, and speeches? It is *"Don't be afraid to ask for help."* If you, like our clients, want the edge over your competitors, then ask us how we can help.

Pitch, Present and Persuade

By working with us, you will:

- Get to the heart of what you are trying to say and make it compelling
- Look impressive in all your communications
- Feel fully prepared and confident
- Have access to experts who will help you at every stage

Expert Services

Investor Meeting Preparation

- Tune your messages for analysts and investors
- Make your investor materials and people look highly impressive
- Master tough investor questions and tips for the unexpected

Leadership Communications

- Engage with and persuade audiences
- Look like a leader and communicate clearly
- Handle tough situations confidently

Presentation Training

- Create compelling audience-focused presentations
- Structure audience friendly presentations that persuade
- Deliver confidently and compellingly

Pitch-Winning Programmes

- Tailor your messages to address your client's needs and wants
- Structure and design documents and pitches to grab attention
- Engage with the client throughout the pitch

Practical Details

Programme style

Our programmes are developed for your organisation. We work with you to develop the right programme to achieve your business objectives.

Your training programme

By establishing what makes the greatest difference for you, our experts develop cost effective solutions that transform how you communicate. From a half-day presentation training session for one person to a company-wide pitch-winning programme, we help you get the business benefits you need.

Your coaches

Our experts are all experienced professionals who have many years of advising clients at the highest level on their communications.

Location

We work with you where and when you need.

Benjamin Ball Associates

See website for case studies, testimonials and more details. www.benjaminball.com

Contact Louise Angus, Client Services Director on 07768 882 984
louise@benjaminball.com to discuss how we can help you.



Examples of our work and clients

What interesting things have we done recently?

Investor Meeting Preparation

- Prepared the CEO and CFO of this global oil company before their results
- Created Capital Markets Day presentations for a European financial services firm
- Helped the CFO of this fast-growing AIM co. refine their investor messaging
- Re-wrote the investor presentations for many hedge funds prior to fund-raising

Leadership Communications

- Wrote a killer speech, so this CEO was still talked about 1 year later
- Coached the senior partner of this magic circle law firm for his keynote speech at their annual retreat

Presentation Training

- Coached directors of FTSE firms to impress investors and analysts
- Helped the product team of a software firm to look more impressive
- Trained the internal comms team of a bank before a change programme

Pitch-Winning Programmes

- Designed a global partners pitch winning programme for a major law firm
- Worked with every director of this PR agency to win bigger, better clients
- Designed and wrote investor presentations for many hedge funds

Media Training

- Coached the CFO of this oil major for a series of journalist interviews
- Prepared the cabinet of this developing nation before an election
- Trained the CEO of a financial services firm to make the right impression

Our team has helped...

Professional Services

Linklaters, Olswang, SJ Berwin, Stephenson Harwood

Energy

Statoil, Vattenfall, Camco International, PV Crystalox Solar, Premier Oil, RWE nPower

Financial Services

Brit Insurance, Doughty Hanson, Dunedin, Friends Provident, Mubadala, Nova Capital, Royal Bank of Scotland, BNP Paribas

Public Relations

Buchanan, Bladonmore, Finsbury, Kreab Gavin Anderson, M:Communications, Pelham Bell Pottinger

Charity

Forum for the Future, Impetus Trust, Teenage Cancer Trust, World Muslim Foundation

Others

Amdipharm, Arcelor Mittal, Friends Provident, Ladbrokes, Lend Lease, Microsoft, National Gallery, Zamil etc.

Where have we just been?

Abu Dhabi, Bahrain, Caribbean, Finland, France, Germany, Norway, Sweden, Russia, Switzerland, UK

Contact Louise Angus on 07768 882 984 or louise@benjaminball.com