



MICHAEL PHILPOTT

# Investment Pitch Coaching





## Why invest in speaker coaching?

The initial part of public speaking is all about you. You have an event coming up, it's high stakes and you have specific outcomes you want to achieve. You want assistance that's focused only on you and your needs. It's urgent and you need it now because:

- You want to take your speaking to the next level, you want to be world class
- You want to see results from the time you invest in speaking at events and conferences
- You're getting paid to speak and you want outstanding results that lead to more speaking opportunities
- You want to represent your industry in the best way and you want your content to inspire and your delivery to engage



## How can I help you?

Michael works with you on your:

- Script development, storyline creation, slide deck creation,
- dynamic delivery, stage tech and stage presence
- Ability to speak in a memorable way (this is the hardest for most people)
- And most important, your ability to engage and influence your audience

He also helps you:

- Find the core message you are wanting to share, bring a concept to market, grow your capability, gain your competitive edge and take your ideas to the world
- And in general, how to look comfortable, confident and relaxed, and, how to speak in a clear and understandable manner

# No other coach offers Michael's credentials, experience, and singleness of purpose.

Michael's powerful obsession with adult teaching and learning stemmed from engaging with master trainer, Dr. Rich Allen, in New Zealand, Australia, Canada and America.

Dr. Rich Allen's work is rooted in brain-based learning, specifically how the brain receives, processes, stores, and recalls information. In addition, Michael trained and obtained his practitioners in Neuro-linguistic Programming (NLP) with New Zealand's leading authority in NLP Dr. Richard Bolstad (NLP is the study of excellence in influence, performance and persuasion).

Michael has over 20 years experience in training and development that includes 5 years of providing subject matter expertise on how to effectively coach adult learners. Michael successfully redeveloped and retrained New Zealand Police and New Zealand Fire Service to integrate and deliver a high performance coaching programme aligned and certified to NZQA standards throughout New Zealand.

Michael spent 6 years training and coaching speakers for Full On New Zealand and Australia, and has recently concluded 4 years as the TEDxChristchurch Speaker Coach including working with the curation and speaker selection committee.

For 2 years, Michael volunteered as a ski coach for Special Olympics New Zealand, helping athletes with disabilities prepare for the International Special Olympic Games and was a floor hockey coach for ParaFed Canterbury.

Michael innately understands people, he knows how to quickly put people at ease and still push them beyond what's comfortable, his life has been dedicated to helping people achieve outstanding results.

# Investment Pitch Coaching

The true test of your speaking and presenting ability is measured when you're pitching for hundreds or millions of investment dollars.

Unfortunately though, a lot of investment pitches aren't successful because entrepreneurs are too focused on looking and sounding competent. Competence is essential, but not at the expense of character and charisma. You need to be a likeable person if you want to secure investment.

A lot of the work I do with Investment Pitch Coaching is pretending that I have no idea what people are talking about, and sometimes I don't have to pretend, as I literally have no clue.

I can spend a fair amount of time getting a simple explanation about what the product or service is and does, and how it solves a problem, who the people are and why they are passionate about what they do.

This is where I can help you stand out, I'll help you with crafting and delivering a successful pitch that wins the hearts, minds and wallets of any audience.



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# You'll be working with investors in no time

Whatever you do, don't just get up there without the right coaching. It could cost you the investment.

[BOOK A CALL WITH ME](#)