



Pitch to Increase Your Sales & Funding Opportunities

It's not only at Dragon's Den and Pitch competitions that you deliver pitches.

In business, you do it every day. Do you want to do it better?

If your answer is yes

This interactive workshop will help you create informative, memorable pitches for your audience, leading to more opportunities for you and your business ideas to prosper.

Workshop objective:

- Choose the correct structure for the talk/pitch
- Create an exciting opening that will get your listener's attention
- Close your talk, ensuring that your ideas/suggestions stick in the listeners' minds long after you have finished speaking
- Learn how Slides can enhance or detract from your presentation

Testimonial:

"Andrew's help and guidance were instrumental in preparing us for several vital stage presentations we had last year (2014) in New York, San Francisco, Germany, the UK and Ireland. His outside perspective on how we could better tell our story was incredibly useful; it's easy to forget that internal stories don't always translate well outside the company. His techniques for communicating vital information points have become our default standard for all company communications".

Pat Phelan, CEO of Trustev (Sold to TransUnion for \$44 million)

Click on <https://aristo.ie/testimonials/> to read 100+ testimonials from clients, some of whom you may know.

Profile: Andrew Keogh

Andrew has been an entrepreneur and sales professional for the last 30 years. He started his first business in 1988, supplying specialist equipment and components to the Electronics and Aircraft Industry, primarily dealing with multinationals in Ireland and overseas.

Aristo.ie was founded by Andrew fifteen years ago with the specific intention of helping businesses to pitch and present to win sales and investment.

A particular niche for Andrew is coaching start-up companies and researchers to pitch to potential investors. As a result, Andrew's pitch-coaching system was honed through his involvement in the following Programmes.

- Wayra - Telefonica
- DCU Ryan Academy Programme
- EIT Health programmes
- Trinity Innovation Programmes
- UCD Fast-IP Programme
- TU Dublin NF Programmes



The following Multinationals are some of Aristo's clients :

Intel - Baxter Healthcare – Bank of Ireland – Veolia - Clanwilliam Healthcare – Cool Planet

Testimonial:

"I've been meaning to send you a message for a while now to thank you. The sessions you did while I was on High Fliers in 2018 have stayed with me the most. As a result, I have made lots of progress over the last two years because of how I pitch. A pitch with Enterprise Ireland to take us to the HPSU final: five experts; they all said they would invest because of the quality, content, and delivery of the pitch. They also said that the panel had never given a company all yes votes before! We were blown away. Years later, your mentorship is still paying off. I feel that you were the most important part of the Female High Fliers programme because it all boils down to how you communicate. So, thank you!. Keep up your great work helping start-ups find their voice. You can have a great business, but if you can't talk about it publicly, then no one is interested. It's just the key to it all. Thank you again".

Sinead Crowther, CEO [Soothing Solutions](#)