

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
NORTHERN VIRGINIA CHAPTER

NAIOP
DL»DEVELOPING LEADERS
NORTHERN VIRGINIA CHAPTER

**HOW TO
DELIVER A
WINNING
PITCH**

MEET THE TEAM

Elaine Gray

HITT

Spencer Stouffer

DTZ

Kate Kirkpatrick

Gensler

Barbara Schaefer McDuffie

Baker Tilly

Scott Plein

EQUINOX Investments



**THE BIGGEST BIG IDEA BEHIND A
WINNING PITCH:**

**BELIEVE IN YOURSELF AND THE
VALUE YOU HAVE TO OFFER.**

**CARE MOST ABOUT
THE OTHER PEOPLE IN
THE ROOM.**



PREPARE

CREATE

DELIVER

PREPARE





PREPARE

**KNOW
YOUR
CLIENT**



PREPARE

**GET
AHEAD**



PREPARE

**HUG THE
ELEPHANTS**

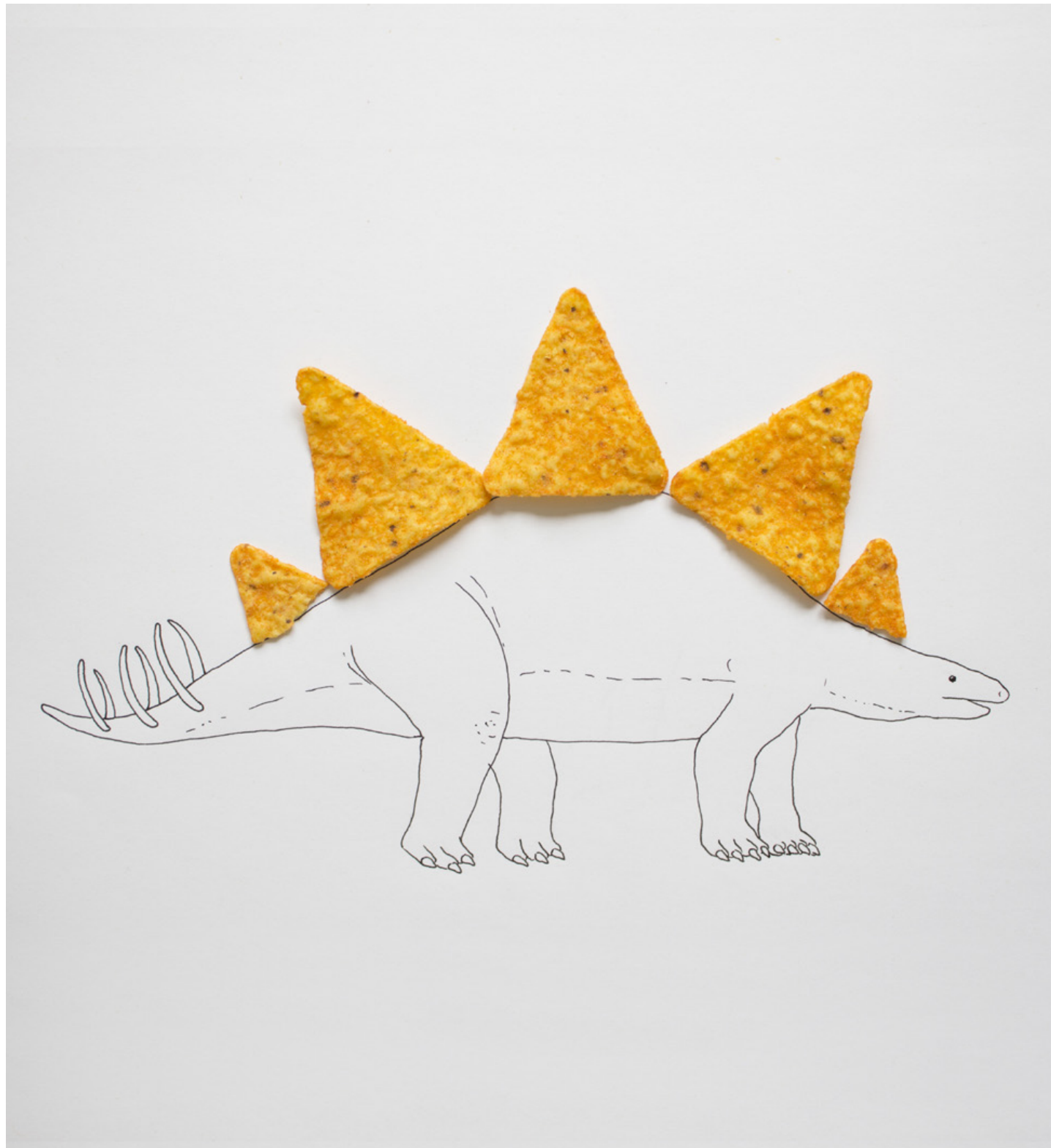
CREATE





CREATE

FRAME IT



CREATE

MIXED MEDIA

DELIVER





DELIVER

**RUN YOUR
SHOW**



DELIVER

**CARE ABOUT
PEOPLE**

LEARNING RESOURCES

The Communication Center

www.thecommunicationcenter.com

Dale Carnegie Training

www.dalecarnegie.com

SMPS (Society of Marketing Professional Services)

www.smps.org

Winning Ways – Joan Fletcher

www.winningwaysinc.com

The Writers Center

www.writer.org

Graceworks

www.graceworksinc.com

THANK YOU!