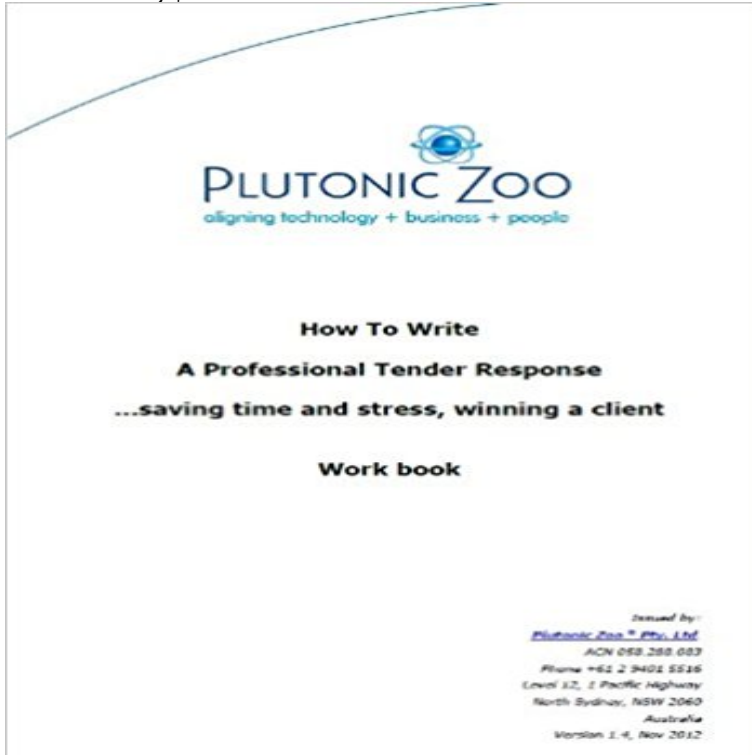


# How to Write a Professional Tender Response, Saving Time and Stress, Winning a Client



This is a practical workbook explaining succinctly step by step how to write a professional tender response, providing practical tender management tips. The workbook includes: \* Prologue \* 4 Checks to qualify a tender opportunity \* 4 Steps to prepare your tender response \* 5 Tips to write your tender response professionally \* 8 Ways to follow-up with the prospect \* Negotiating a contract with the prospect (preview) \* Epilogue Buyers of the Kindle workbook can download for free some complementary interactive worksheets that we developed to manage a tender response.

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