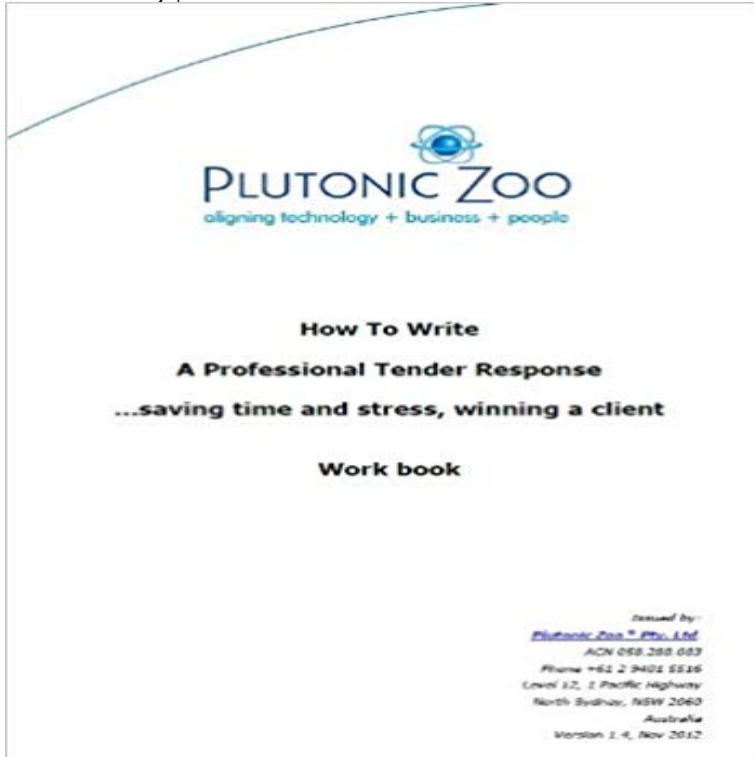


How to Write a Professional Tender Response, Saving Time and Stress, Winning a Client



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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