

# 4 steps to follow to win your next business opportunity

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Preparation can help you win future business opportunities, such as a chance to pitch in front of an important investor, or a meeting with a big client that has the potential to change your entire business.



Being prepared can also help you recognise a business opportunity when it arises, and you will have increased chances of successfully grabbing it, says Colleen Qvist, business coach, workshop facilitator and owner of [CQ Consulting](#).

However, opportunities do sometimes come with some challenges, adds Qvist. “You have to think of the possibilities and plan what you will put in place when you get the opportunity.”

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