

Ali Parandeh Zandpour

From: Ali Parandeh Zandpour <ali@aliparandeh.com>
Sent: 09 August 2025 11:28
To: 'José Martí'
Subject: RE: quick correction to my offer-

Good morning Jose.

I hear your concern, and it is normal. You are not buying a physical product that you can return and I cannot refund an hour spent with you. What I can provide you with is reassurance and three different options.

A) I provide you with free 30 min session. So you get to see how I work and how fast we can progress. I don't waste time and I want you to use your time effectively. So even in the first session you will see that we will cover a huge amount.

B) I can offer you hourly (€150/hour or session).

C) I can also divide the payment into 3 parts of €500.

Splitting into 3 parts we can cover and set objectives as follow.

3-4 sessions - The basics of public speaking

- Getting over the fear, anxiety of public speaking.
- Understanding the psychology and biology of anxiety and consciously rewriting your subconscious with simple exercises.
- Public Speaking as a skillset. Learning the tactics and skills that make the difference.
 - o Controlling time,
 - o Removing filler words from your speech
 - o Using vocal variety

GOAL: By the end of these sessions you will know where anxiety stems from, be able to detect it and overtime, you will learn to convert it into a positive energy, but initially you will learn to stop the nerves and heart pumping. Furthermore, you will learn the basics of public speaking and start noticing how bad everyone else speaks.

3-4 sessions – Re-learning Presentation skills

- Understanding Presentation Visuals – Not how you know it, but how you should do it.
- Speaking fluently and remembering your words
- Keep attention and bringing focus to key points
- How to present Off line, Online, and without visuals or notes

GOAL: By the end of these sessions, you will learn how to design better visuals, that support your message, keep the audience's focus, how the visual is part of the story and can help bring attention, focus. The difference on online and offline visuals, and how to speak without notes on stage.

3-4 sessions – Learning to Speak Professionally

- o Breaking the ice and connecting to your audience
- o Controlling Body Language & the saying "Your Body Talks"
- o Your voice, The sounds that needs to resonate. Volume, Velocity and The energy of Veracity

- Turning nerves into stage power and presence
- Learning “Story Telling”
- How to differentiating between Talking and Speaking.

GOAL: By the end of these sessions, you will learn how to engage your audience, by understanding the building blocks of a great speech. You will practice with me online, presenting, controlling your body, voice and learn to present like a professional.

Having said that, we will be mixing a lot of the above.

I will be working with you hands on, starting with small presentations and working our way up to a big stage. For example we can use your sales pitch and redefine the approach, practice and also test results, then rework on the feedback.

Remember I gave you a guarantee on my offer.

- My work with you will consist of
 - teaching, so you can understand the concept
 - Practicing together
 - Presenting live, and reviewing.

Let me know if you have any further questions.

wishing you a wonderful weekend.

Regards

Ali-

From: José Martí [mailto:marticalonge@gmail.com]

Sent: 09 August 2025 09:54

To: Ali Parandeh Zandpour

Subject: Re: quick correction to my offer-

Hello Ali,

Sorry for my late response.

I haven't made a decision yet, as there are two points holding me back. First is the price. I wonder if we could either reduce it or divide it into goal-based steps to see how things progress. Second, I would like a clearer understanding of how my presentation skills will improve: which areas we will focus on first, how the program will be structured, how we will measure my progress, and the estimated timeframe to achieve results.

Could you please clarify these points?

I look forward to hearing from you.

Best regards,

Jose

El vie, 1 ago 2025 a la(s) 11:05 a.m., Ali Parandeh Zandpour (ali@aliparandeh.com) escribió:

Hi Jose, Hope you are well. I just realised I had sent you the offer in UK price.

Change the Pound for Euro. The offer is €1500

look forward to working with you.

Kind regards

Ali-

From: José Martí [mailto:marticalonge@gmail.com]

Sent: 30 July 2025 12:44

To: Ali Parandeh Zandpour

Subject: Re: Buenos dias Jose - Here is a thank you gift for booking a discovery call with me

Good morning Ali,

Thank you very much for your message and support with your ebook.

Im looking forward to meeting and going through every step with you.

Best regards,

Jose M.

El mié, 30 jul 2025 a la(s) 9:39 a.m., Ali Parandeh Zandpour (ali@aliparandeh.com) escribió:

Goooooooooooooooood morning Jose,

You should have already received the auto response for our meeting link tomorrow.

Additionally I always like to send a personal response as well.

I have just this week finished training a gentleman who came to me with a similar request. He is the VP of marketing of a big pharma company. We worked together for a short time and last Wednesday he presented in front of an audience of some 400 professionals in his industry.

After his presentation he immediately sent me a WhatsApp *"Hi Ali, it went incredibly well. There were obviously some aspects that could have been smoother etc - but overall it was amazing. Thank you for all of your guidance and preparation!"*

I am confident that you and I can work together to ***"Deliver great presentations with an engaging and professional tone"***.

In the meantime, I leave you with a copy of my ebook. It should take you no longer than 30 minutes to read.

I wish you a wonderful day and look forward to our discovery call tomorrow.

Regards

Ali

Communication Coach & Startup Advisor

www.aliparandeh.com

Connect&Follow me on LinkedIn: <https://www.linkedin.com/in/aliparandeh/>

From: Calendly [mailto:notifications@calendly.com]

Sent: 29 July 2025 08:21

To: ali@aliparandeh.com

Subject: New Event: Jose - 12:00 Thu, 31 Jul 2025 - 30 Minute Meeting



Hi A Parandeh Zandpour,

A new event has been scheduled.

Event Type:

30 Minute Meeting

Invitee:

Jose

Invitee Email:

marticalonge@gmail.com

Event Date/Time:

12:00 - Thursday, 31 July 2025 (Central European Time)

Description:

Please use this option if you are booking an exploratory call with me.

Location:

This is a Google Meet web conference. [Join now](#)

Invitee Time Zone:

Central European Time

Questions:

How did you find me?

Google

Please let me know what you wish to achieve from this meeting.

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