

Pitch Coach
Creator of The Pitch Canvas©
Co-founder Pitchy

David Beckett

best3minutes.com

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Best 3 Minutes

Coached 2500+ Startups & Scaleups

RAISED OVER €460MILLION




GREAT IDEAS
NEED A VOICE



This is a **DO** workshop

not just a think session

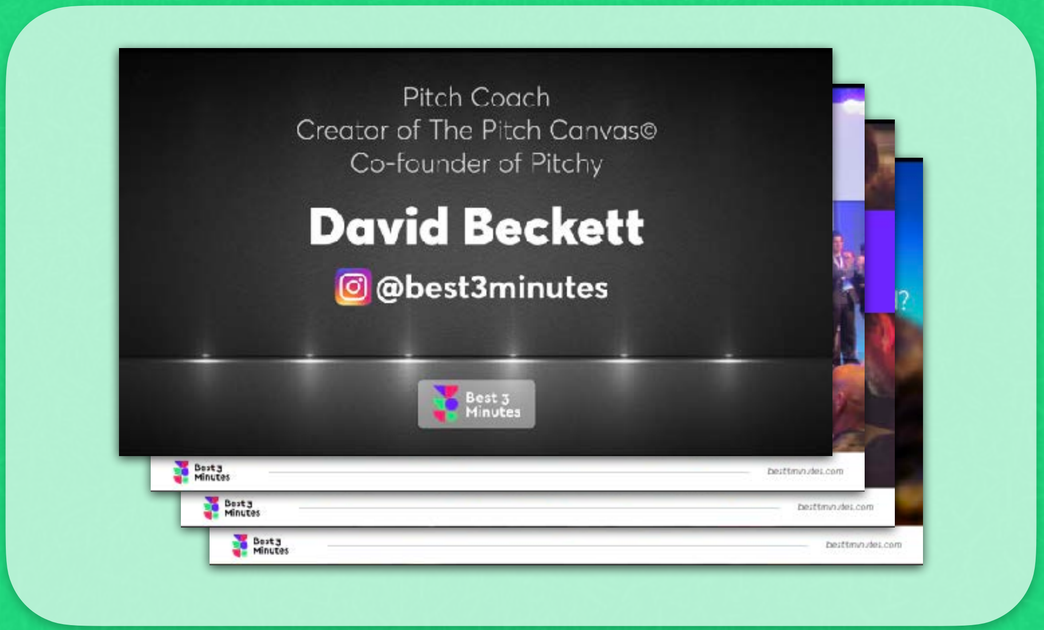


ACTION STEP

this means
I'm going to ask you
to do something!

You will receive

SLIDES AND MANY MATERIALS




QUESTIONS?
You can ask
ANY TIME



ACTION STEP

Pitch yourself in
30 Seconds to someone you
don't know so well

When the 30 seconds are
finished, **switch**!

No Other Instructions

LET'S DO IT!



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No Other Instructions

LET'S DO IT!



Who are we pitching to?

Why are we pitching?

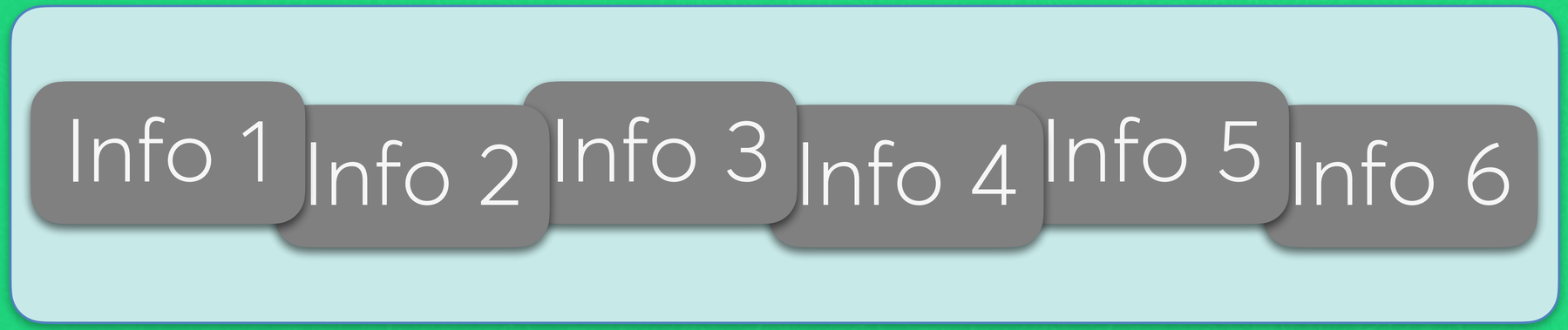
What should we pitch?



The **No.1** Reason why **PEOPLE GET CONFUSED?**


Not enough **AIR** around
THE IMPORTANT POINTS

Information **flowing into** each other



AIR in-between each **separate** piece of information



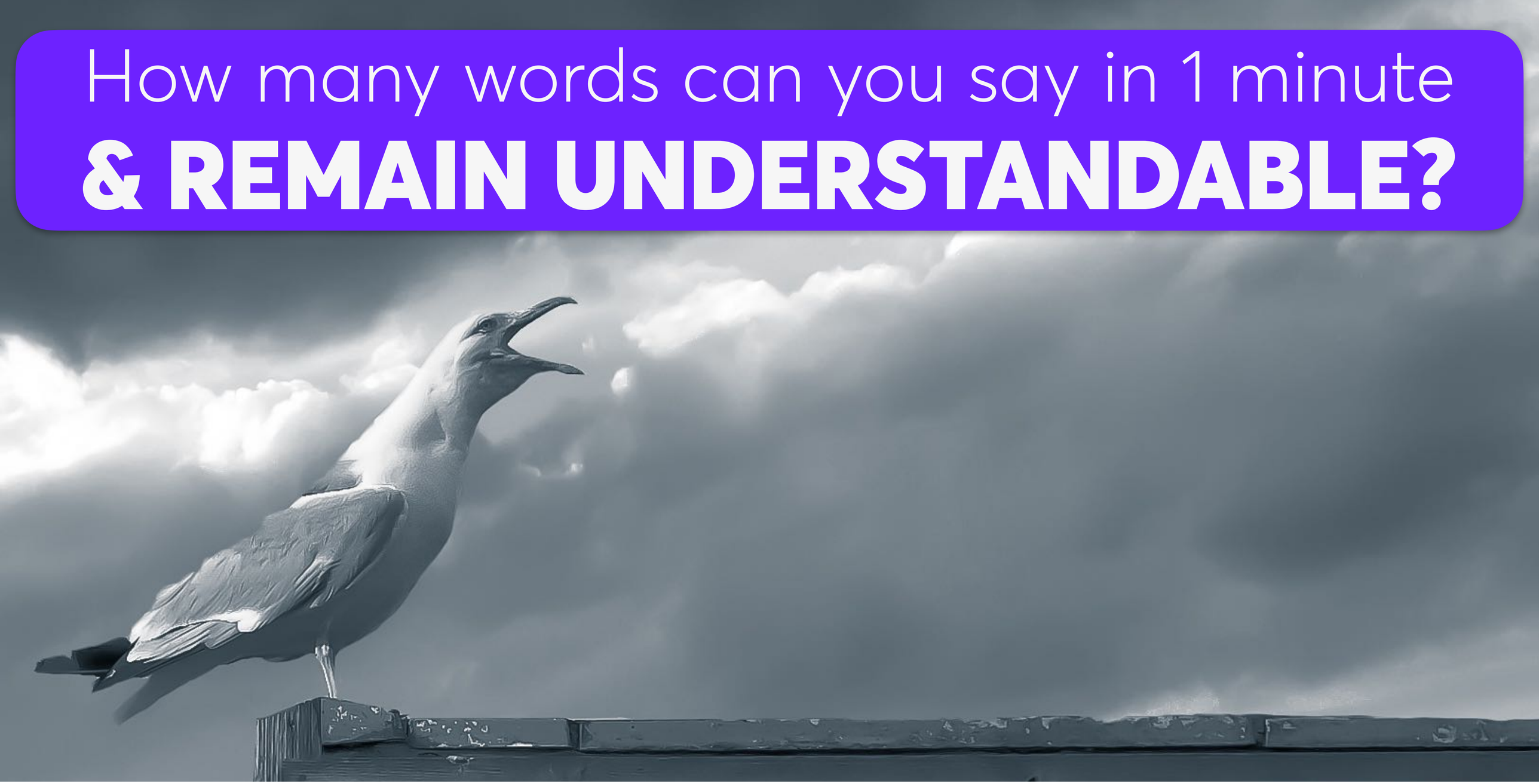


The **No.2** Reason why
PEOPLE GET CONFUSED?



Let's talk about **SPEED**

How many words can you say in 1 minute **& REMAIN UNDERSTANDABLE?**



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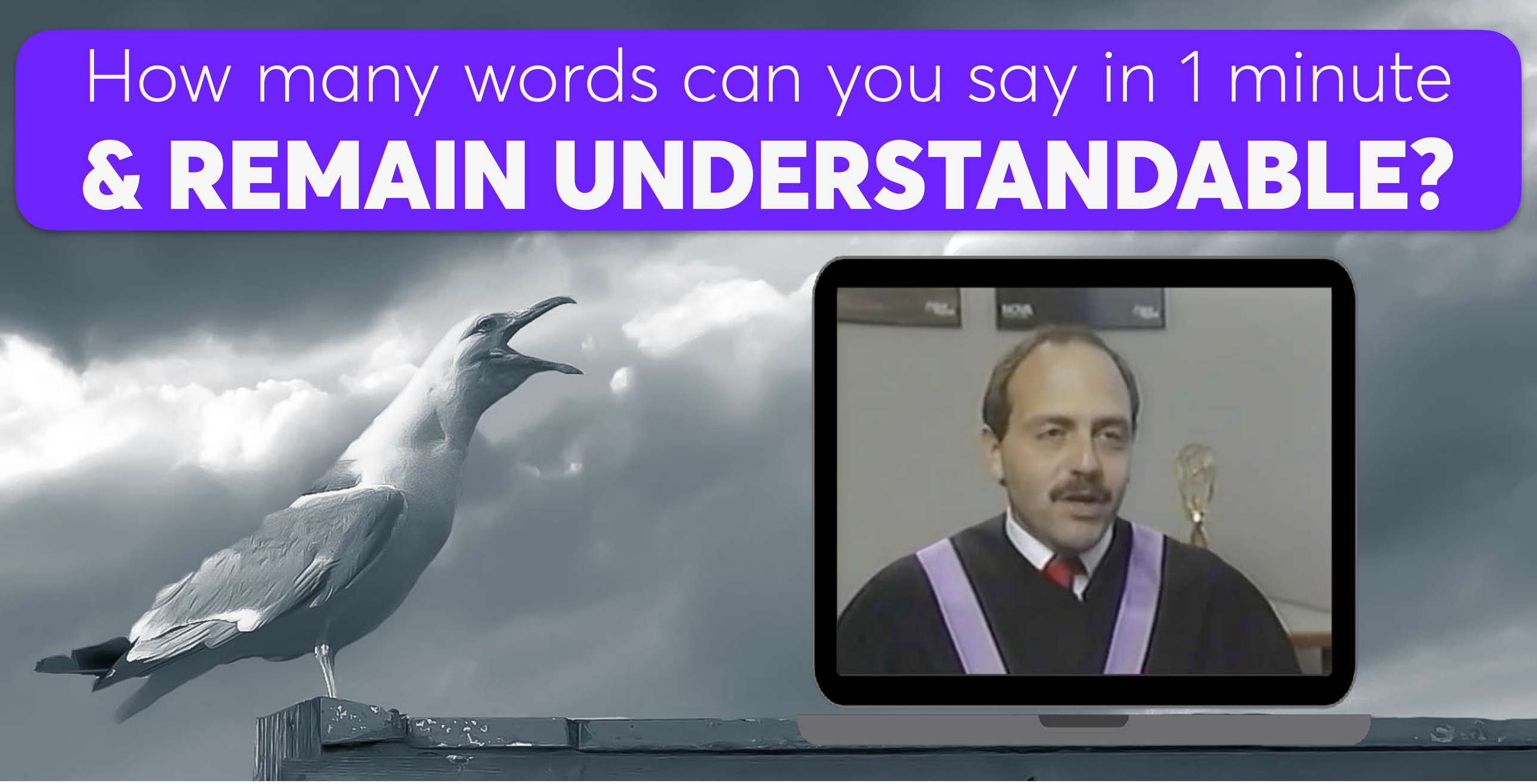

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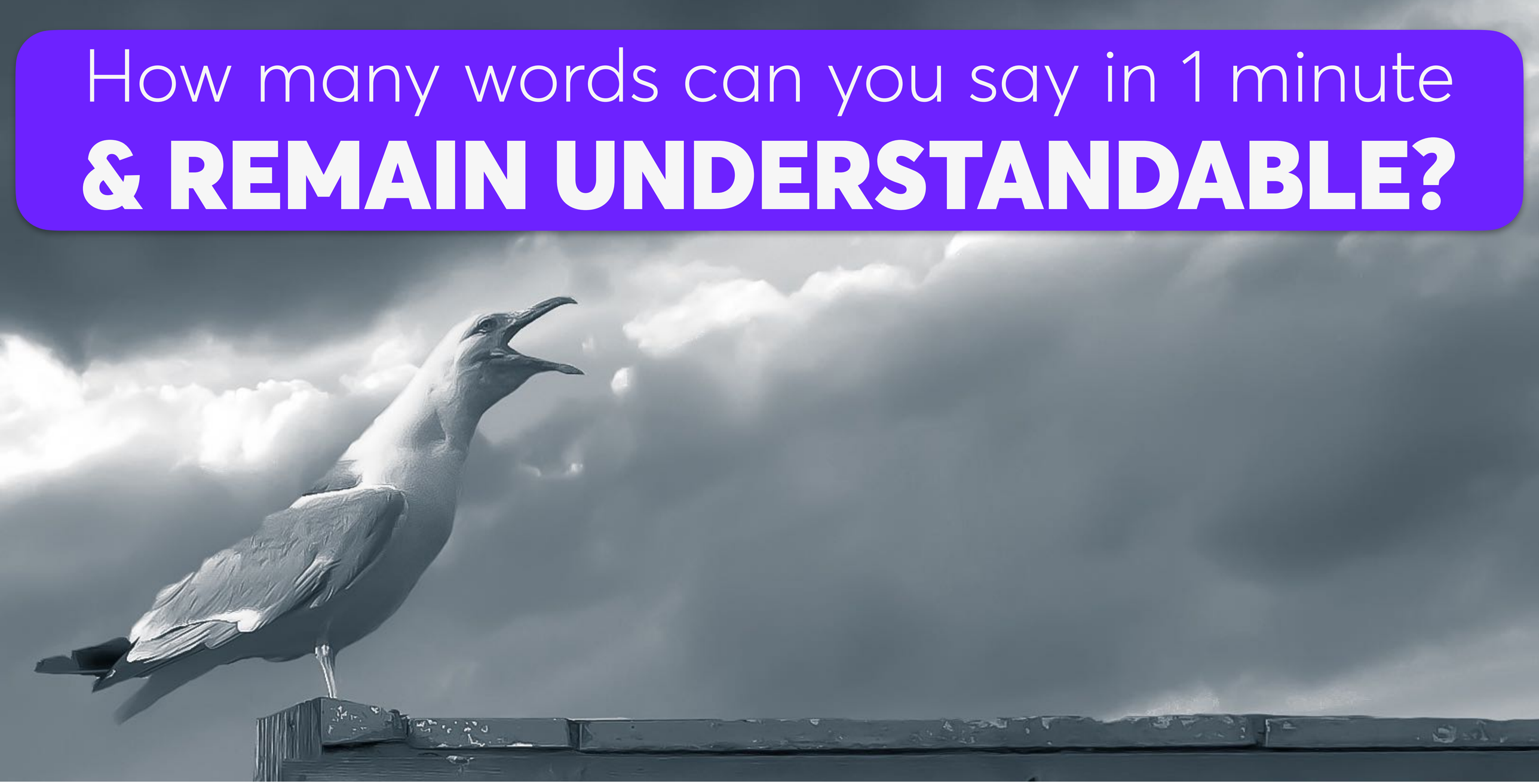

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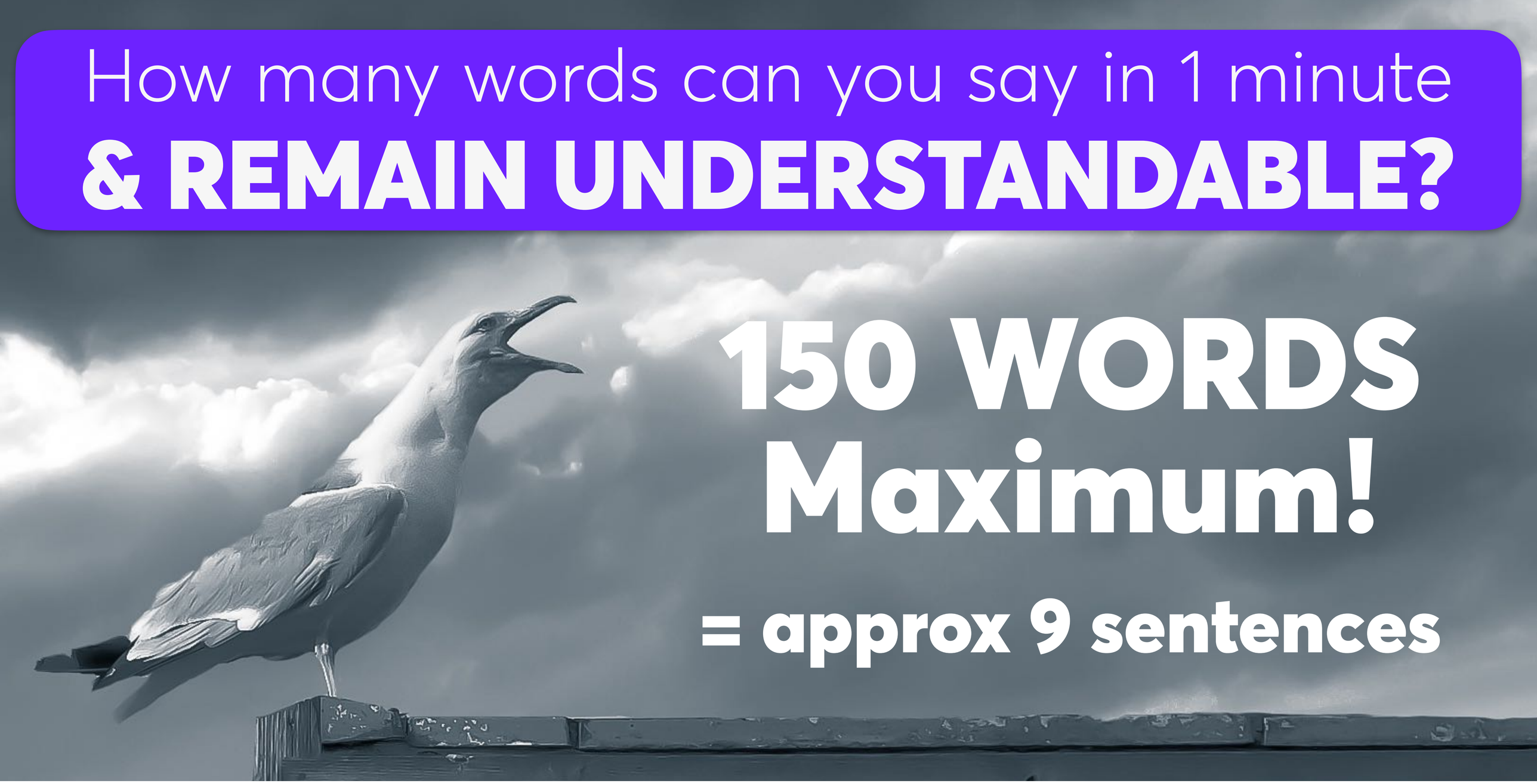

150 WORDS Maximum!

= approx 9 sentences


143
Words/min


TOOLS

The most frequent pitch
YOU WILL EVER MAKE




2







ACTION STEP

Get into Pairs
Introduce Yourself

1 Minute Each

30 seconds:
Tell about your **study**

30 seconds:
Tell **one thing** that most people don't know about you



ACTION STEP

Get into Pairs
Introduce Yourself

1 Minute Each

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Pitch tools and

RESOURCES







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All the workshop **SLIDES**



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Steps to Preparing your Winning Pitch



Thanks for joining the recent Pitch workshop!

Here's a quick high-level reminder of the main steps you need to take to make a great pitch.

Follow them all, and you'll be well on the way to convincing your audience and getting the result you want.

Don't miss out on all the tools available online at;
tiny.cc/pitchworkshop

W best3minutes.com E david.beckett@best3minutes.com
TW @best3minutes LI linkedin.com/in/davebeckettpresentationcoach
David Beckett

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Biggest Pitching Mistakes To Avoid



Thanks for joining the recent Pitch workshop!

Here's a quick checklist of mistakes that are regularly made during pitches. These are the errors to avoid: be sure they don't happen for you!

Add these tips to the great tools you've learned already, and you'll be well on the way to convincing your audience and getting the result you want.

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W best3minutes.com E david.beckett@best3minutes.com
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Ways To Manage Your Pitching Nerves



Thanks for joining the recent Pitch workshop!

Here's a quick overview of some of the most powerful tools to overcome something that most people experience – getting nervous before a pitch.

Find out which ones work best for you, and you'll find yourself turning nerves into energy, and making confident pitches every time.

Don't miss out on all the tools available online at;
tiny.cc/pitchworkshop

W best3minutes.com E david.beckett@best3minutes.com
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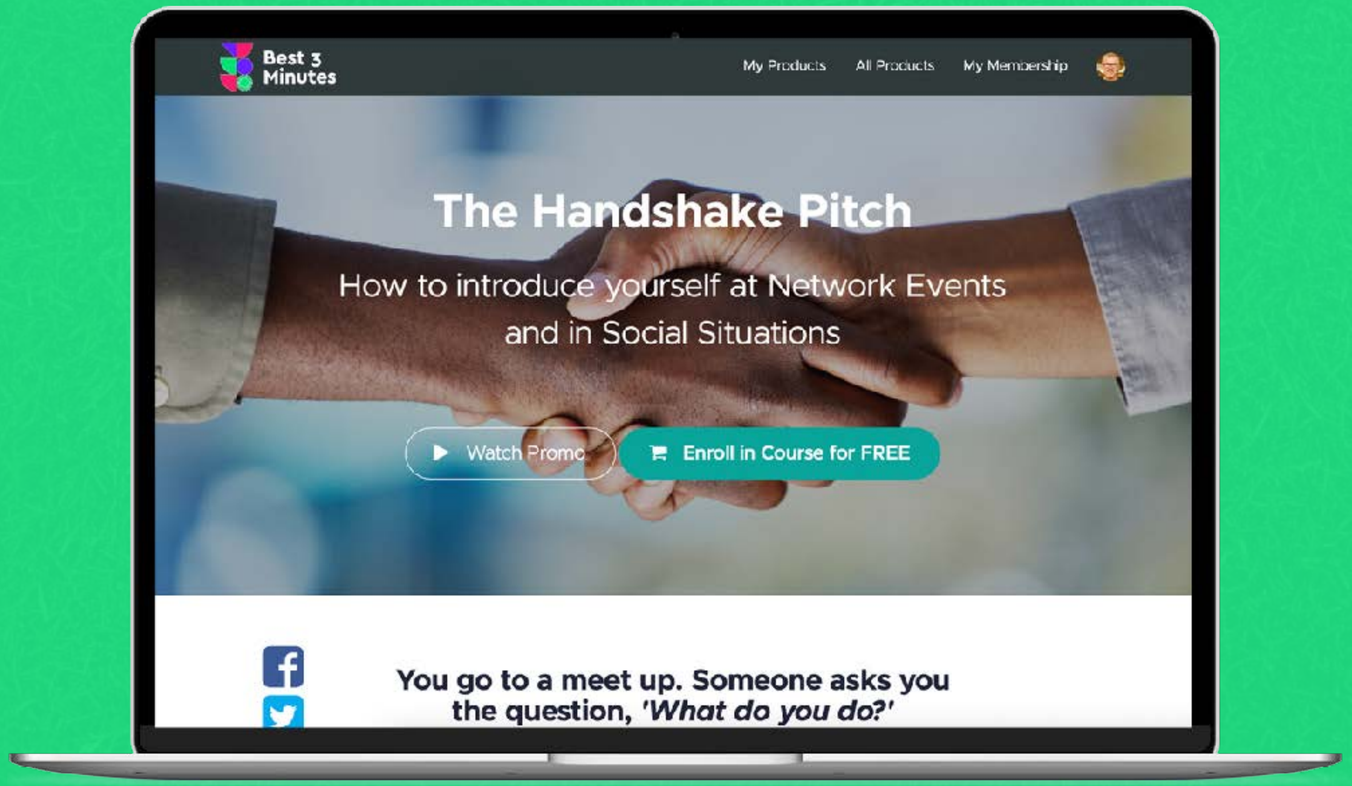
FREE

10 Minute Online Course

YOUR INTRO PITCH



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