

Public Speaking Coach
Creator of The Pitch Canvas©
Author: 'Pitch To Win'

David Beckett

best3minutes.com

Best 3 Minutes

Coached **3000+** Startups & Scaleups



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Workshop **#1307**

Best 3 Minutes


We are all trying to
CONVINCE BUSY PEOPLE


Prepare you to
PRESENT TO STAKEHOLDERS
COLLEAGUES, LEADERSHIP,
OTHER DEPARTMENTS

The tightrope you walk in **PRESENTATIONS TO STAKEHOLDERS**



"We understand the **detail** to manage the task **complexity**"

"We give you **clarity**, so you understand the **message**"



Marketing Assistant



Country Director

Canon

A 3-Part JOURNEY



Create the right Structure & Storyline



Create Visuals to Support the Story



Deliver with Certainty and Confidence



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

Hmm…
sounds **Ok** but…
I don't think that works in
real life… in the **meetings**
that I have…



Hmm…
sounds **Ok** but…
I don't think that works in
real life… in the **meetings**
that I have…



Please
CHALLENGE!



ACTION STEP

Present 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!



ACTION STEP

Present 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!



Who are we presenting to?

Why are we presenting?

What should we present?

Let's take some time to think about

YOUR AUDIENCES



WHO'S YOUR AUDIENCE?

What do they
CARE about?

What are their
Biggest Business Challenges
right now?

Are they
'Numbers People'?



ACTION STEP

Write down:

Who are the **'Audiences'** you present to? (Choose Max 3)

What is on their mind:
Top 2-3 Biggest Business **Challenges?**

Are they **'Numbers People'**?



ACTION STEP

Write down:

Who are the **'Audiences'** you present to? (Choose Max 3)

What is on their mind:
Top 2-3 Biggest Business **Challenges?**

Are they **'Numbers People'**?



ACTION STEP

<u>Talk it over</u> with another person

Same 'Audiences', or different?

Any opinion about what's on their mind, Top 2-3 Biggest Business **Challenges?**

Do you agree if they are they **'Numbers People'** or not?



ACTION STEP

Talk it over with another person

Same 'Audiences', or different?

Any opinion about what's on their mind, Top 2-3 Biggest Business **Challenges?**

Do you agree if they are they **'Numbers People'** or not?



Who are we presenting to?

Why are we presenting?

What should we present?

What we'll cover **TODAY**



The Most Frequent Presentation You Make



What Goes Wrong in Meetings with Stakeholders (and How to Fix it)



Let's Build & Test a Short Presentation!

The most frequent presentation
YOU WILL EVER MAKE




2




25 Seconds - 4 sentences
THE HANDSHAKE INTRO
The Question...
"WHAT DO YOU DO?"


The Question...
"WHAT DO YOU [redacted]"
"WHAT DO YOU SOLVE?"


"WHAT DO YOU SOLVE?"
"What is the
RESULT of WHAT YOU DO?"

So let's

IMAGINE


You're joining a
NETWORK EVENT

The basis of
ANY GREAT PRESENTATION



Someone who **doesn't know much** about your role



They understand **EVERYTHING...?**

The basis of
ANY GREAT PRESENTATION



Someone who **doesn't know much** about your role



They ask
QUESTIONS



ACTION STEP

Write down your Handshake Intro:

25 seconds, 4 sentences

What do **you** do?

What kinds of **customers**?

What **problems** do they face?

What's **unique** about how you solve those problems?



ACTION STEP

Write down your Handshake Intro:

25 seconds, 4 sentences

What do **you** do?

What kinds of **customers**?

What **problems** do they face?

What's **unique** about how you solve those problems?



ACTION STEP

Improve your Handshake Intro:

25 seconds, 4 sentences

What do **you** do?

What kinds of **customers**?

What **problems** do they face?

What's **unique** about how you solve those problems?

How to **talk** about **CUSTOMER PAINS**

What they're **struggling** with is…

They're **wasting time** every day because…

What's driving them **crazy** is…

best3minutes.com/ingfin2627

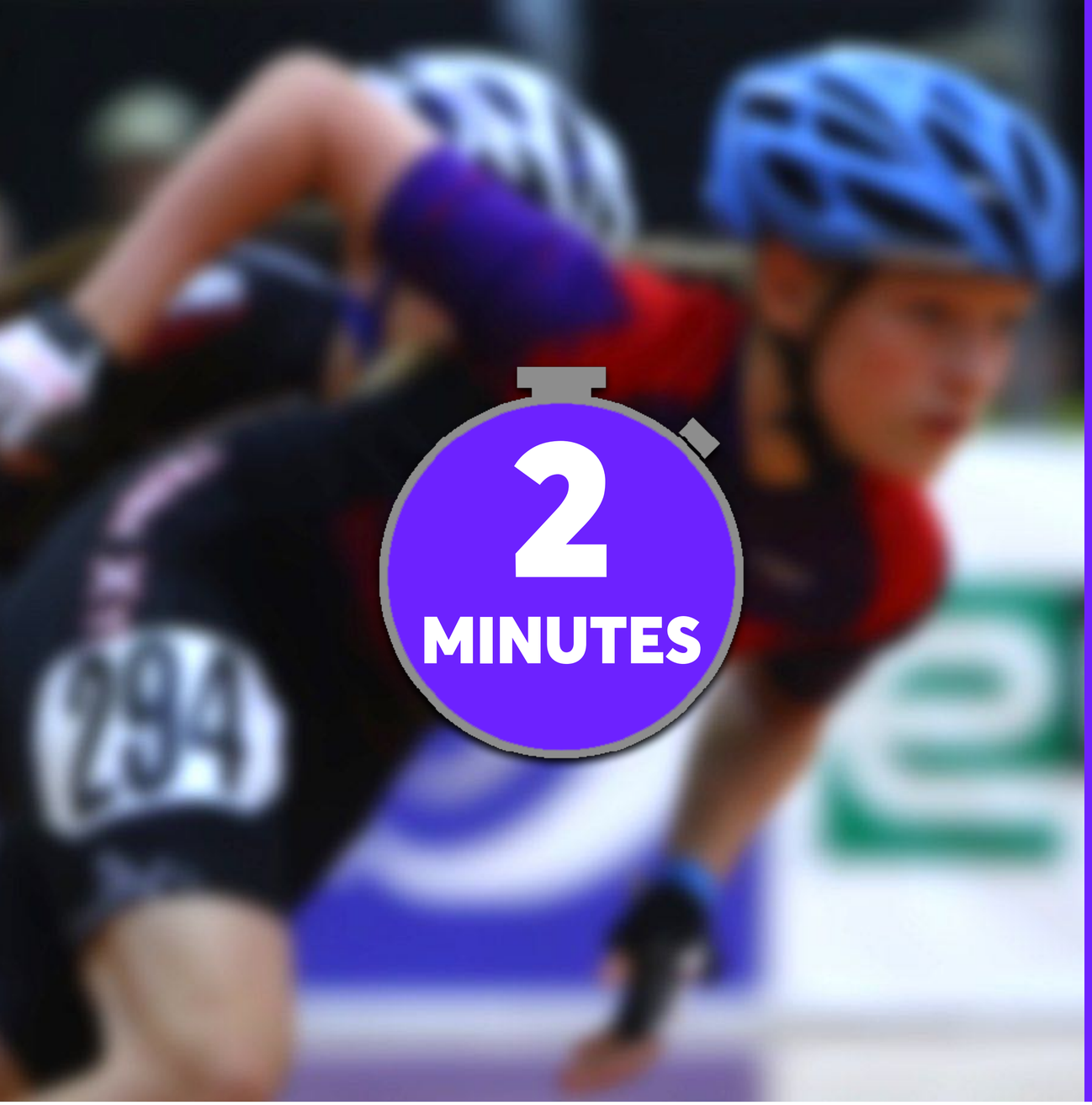
How to **talk** about **CUSTOMER PAINS**

They're increasingly **frustrated** because…

The future is **scary** because…

They **can't adjust** because they lack the skills and knowledge…

best3minutes.com/ingfin2627



ACTION STEP

Improve your Handshake Intro:

25 seconds, 4 sentences

What do **you** do?

What kinds of **customers**?

What **problems** do they face?

What's **unique** about how you solve those problems?



ACTION STEP

Improve your Handshake Intro:

25 seconds, 4 sentences

5

What do **you** do?

What kinds of **customers**?

What **problems** do they face?

What's **unique** about how you solve those problems?



7 MINUTES

FEEDBACK

- **Which ONE thing stood out as memorable?**
- **Which ONE thing did you NOT understand?**
- **One FRIENDLY piece of advice for improvement**

ACTION STEP

Test your Handshake Intro:

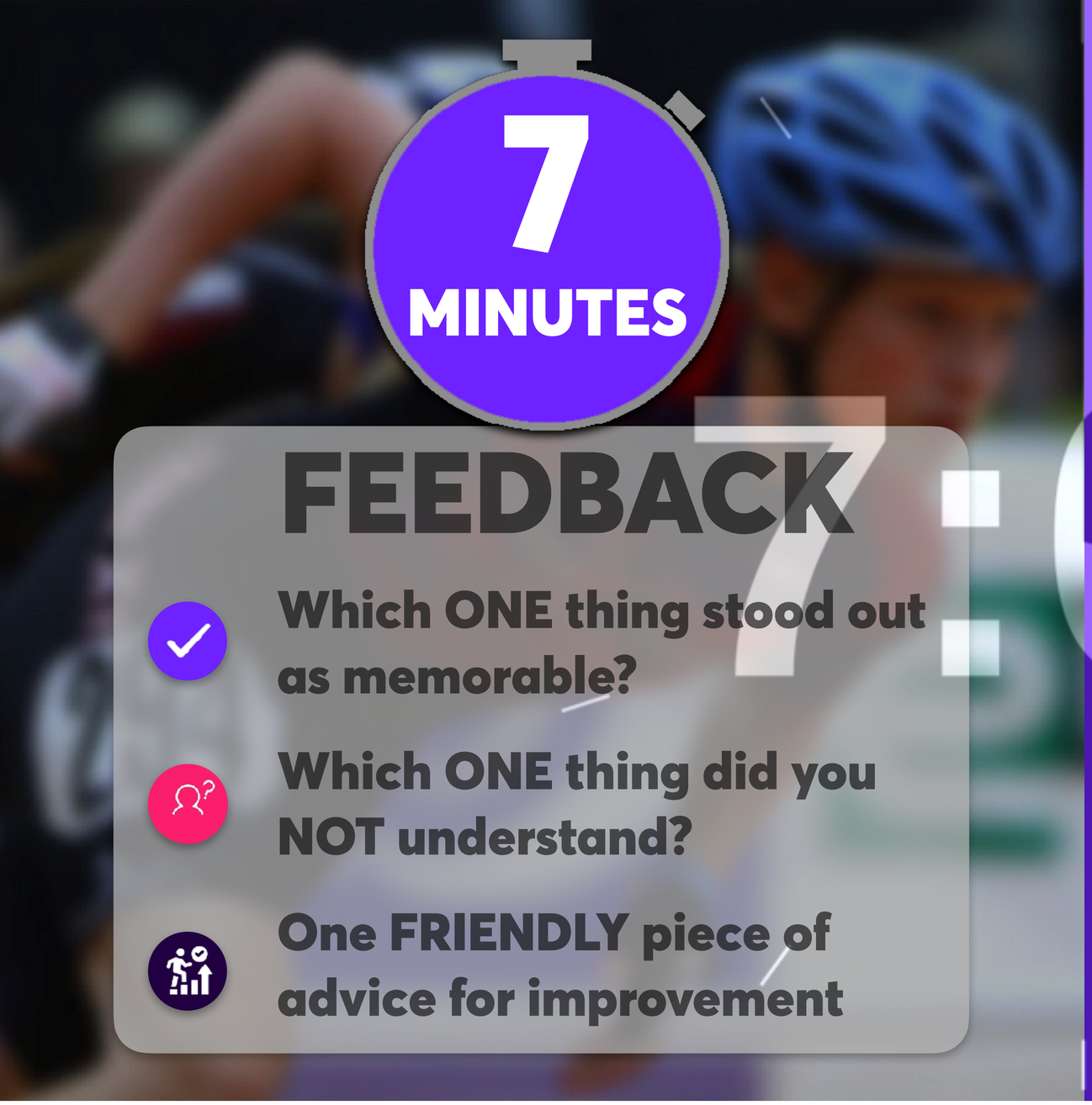
25 seconds, 4 sentences

What do **you** do?

What kinds of **customers**? (Internal/external)

What **problems** do they face?

What's **unique** about how you solve those problems?



7 MINUTES

FEEDBACK

- **Which ONE thing stood out as memorable?**
- **Which ONE thing did you NOT understand?**
- **One FRIENDLY piece of advice for improvement**

ACTION STEP

Test your Handshake Intro:

25 seconds, 4 sentences

What do **you** do?

What kinds of **customers**? (Internal/external)

What **problems** do they face?

What's **unique** about how you solve those problems?


Take one minute
TO REFLECT
Write down:
What did you learn?
From receiving and giving feedback?
What will you change?


Take one minute
TO REFLECT
Write down:
What did you learn?
From receiving and giving feedback?
What will you change?


Anyone want to share
WHAT YOU LEARNED?


You've just gone through the
BEST WAY TO PRACTICE



Think it through



Write it down



Say it out loud



GET FEEDBACK



GET FEEDBACK



What stood out?



What did you not understand?



Friendly advice for improvement

What we'll cover **TODAY**



The Most Frequent Presentation You Make



What Goes Wrong in Meetings with Stakeholders (and How to Fix it)



Let's Build & Test a Short Presentation!


Prepare you to
PRESENT TO STAKEHOLDERS
COLLEAGUES, LEADERSHIP,
OTHER DEPARTMENTS

Why do Presentations to Stakeholders **GO WRONG?**



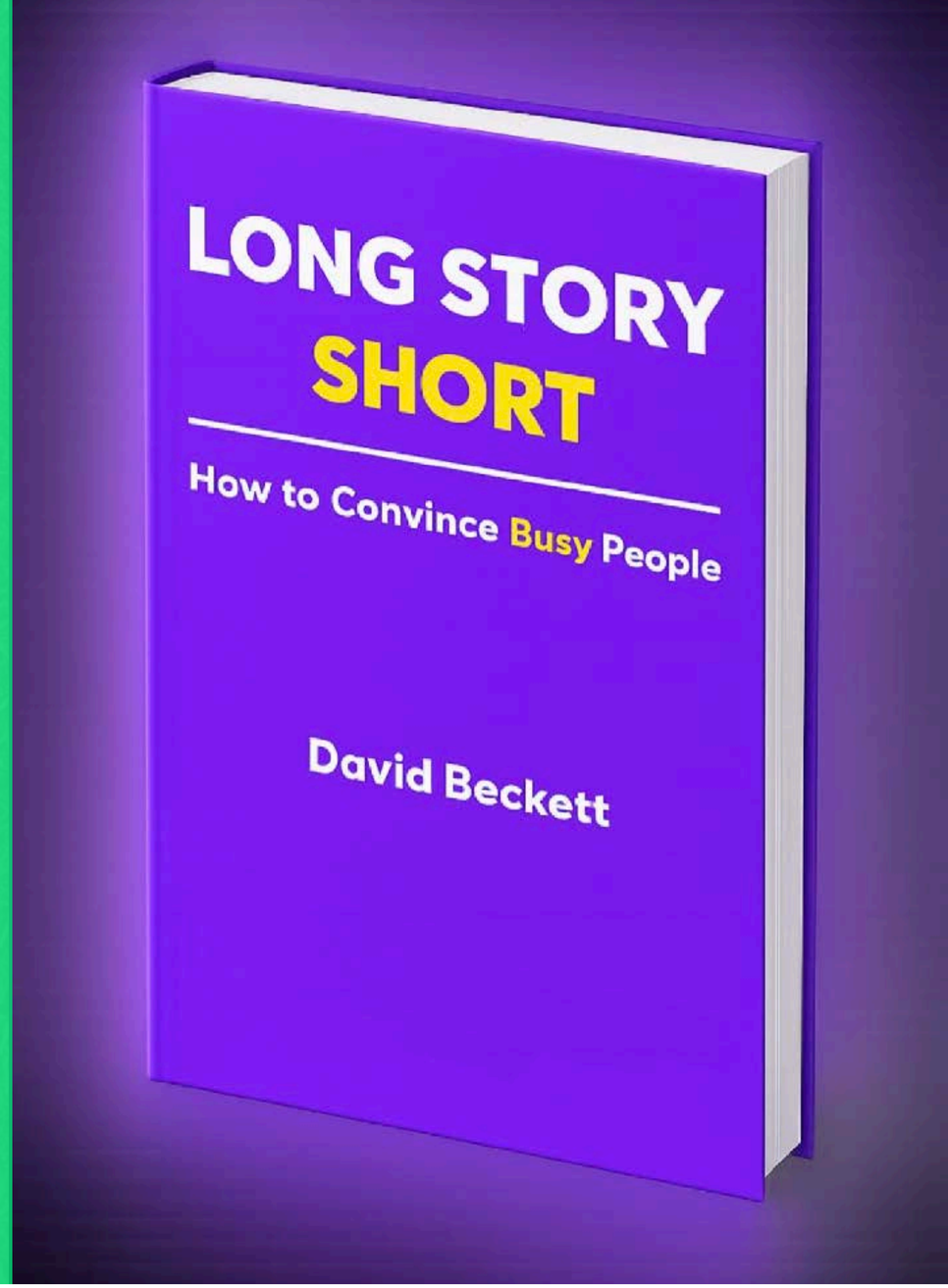

Stakeholders
ARE BUSY PEOPLE

My New Book

(To be published 2026)

I'm Interviewing

SENIOR EXECUTIVES





Partner & BU Leader

pwc



Vice President Legal

tomtom



Executive Vice President

Capgemini



Strategic Planning Director

Canon



CEO NL

ENGIE



CEO NL

PARADOR



Founder & CEO

BT SOURCED



Executive Director & CEO, AEF

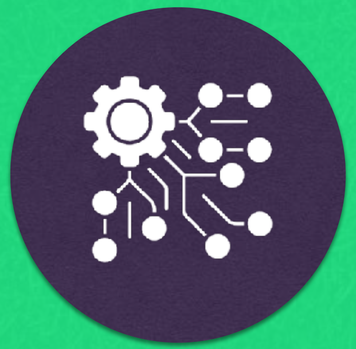
Alibaba

For many companies

80% PRES. MEETINGS GO WRONG



Too Much
Information



Focused on
Process/Data/Details
not Insights/Outcomes



Time
Runs Out

For many companies

80% PRES. MEETINGS GO WRONG



Too much
Information



No **clarity** on
key messages



Get caught up in
data and **detail**



Slides too
complex

For many companies

80% PRES. MEETINGS GO WRONG



Focused on
Process/Data/Details
not Insights/Outcomes





Gap: what **they want,** vs. what **we think** they want

Gap: Data presented, vs. **Insights** needed

For most companies

80% PRES. MEETINGS GO WRONG



Time
Runs Out



Too much info =
Can't finish on time



Not enough time to
answer **questions**



Running out of time =
less trust from them,
less confidence for you

You can fix what goes wrong in

THE FIRST 2-3 MINUTES



Give them your BEST STUFF:

the things THEY really care about

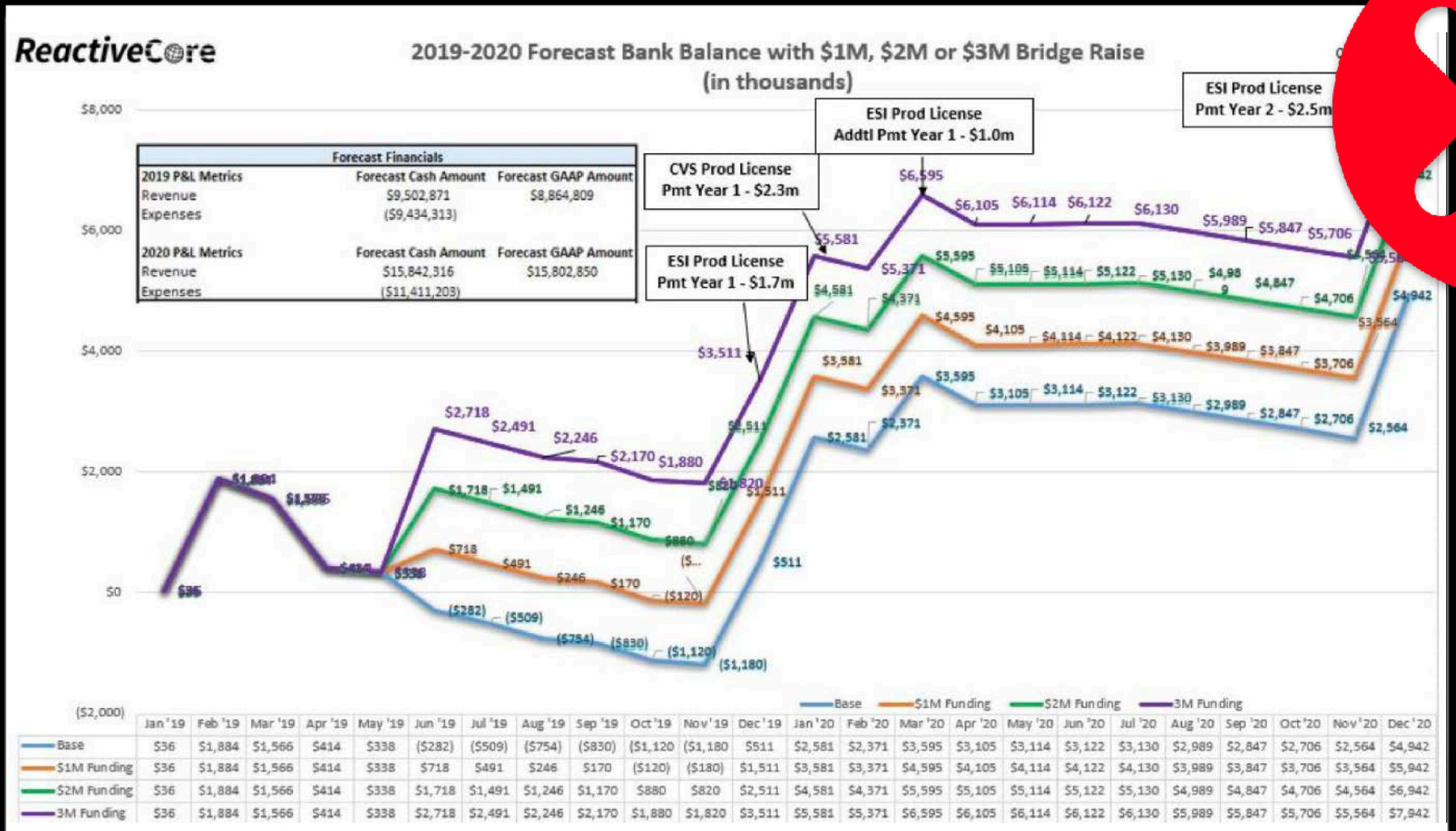
Agenda

- Introduction to the project
- The research we did
- How we set up the project
- The SWOT analysis
- The Project Plan for the coming years
- Key milestones across the project plan
- The Resource analysis to bring it to fruition
- Longer term horizon to see where we go next
- Summary and questions

ReactiveCore

2019-2020 Forecast Bank Balance with $1M, $2M or $3M Bridge Raise (in thousands)

Forecast Financials		
2019 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount
Revenue	$9,502,871	$8,864,809
Expenses	($9,434,313)	
2020 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount
Revenue	$15,842,316	$15,802,850
Expenses	($11,411,203)	

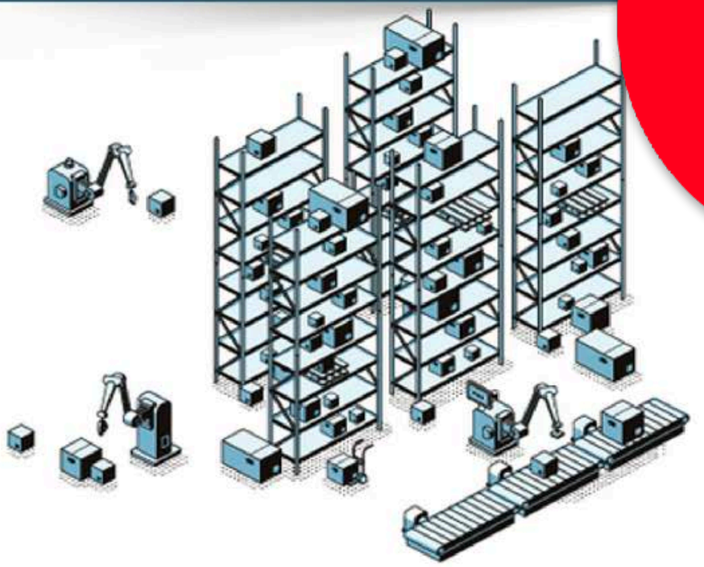


	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Base	$36	$1,884	$1,566	$414	$338	($282)	($509)	($754)	($830)	($1,120	($1,180	$511	$2,581	$2,371	$3,595	$3,105	$3,114	$3,122	$3,130	$2,989	$2,847	$2,706	$2,564	$4,942
$1M Funding	$36	$1,884	$1,566	$414	$338	$718	$491	$246	$170	($120)	($180)	$1,511	$3,581	$3,371	$4,595	$4,105	$4,114	$4,122	$4,130	$3,989	$3,847	$3,706	$3,564	$5,942
$2M Funding	$36	$1,884	$1,566	$414	$338	$1,718	$1,491	$1,246	$1,170	$880	$820	$2,511	$4,581	$4,371	$5,595	$5,105	$5,114	$5,122	$5,130	$4,989	$4,847	$4,706	$4,564	$6,942
3M Funding	$36	$1,884	$1,566	$414	$338	$2,718	$2,491	$2,246	$2,170	$1,880	$1,820	$3,511	$5,581	$5,371	$6,595	$6,105	$6,114	$6,122	$6,130	$5,989	$5,847	$5,706	$5,564	$7,942

INDUSTRIAL RACKING SYSTEMS MARKE

Asia Pacific Industrial Racking Systems Market (US$ Mn), 2018





Global Industrial Racking Systems Market Share, By System Type, 2018



Global Industrial Racking Systems Market, (US$ Mn) 2018 to 2026

2018	$ 10,179.2 Mn
2026	$ 15,186.1 Mn

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Project Phases Planning



Key Milestones	Completed by	
	4Q 2023	1Q 2024
Developing a detailed project plan, including timelines and resources.	15 Oct	
Reaching milestones in the development of a new product or service.	20 Dec	
Reaching savings, investment, or debt reduction targets.		2 Jan
Building a functional prototype of the product & Ensuring the product meets quality standards.		12 Feb
Reaching key construction milestones like framing, roofing, and finishing.		18 Apr



Tell them the **headlines** of what **THEY WANT TO KNOW**



Intro: What **Question** are you **Answering?**



Problem or Opportunity



Data to quantify the topic



Intro: What **Question** are you **Answering?**



Problem or Opportunity



Data to quantify the topic



Key **Insights** from the data



Conclusions/ Recommendations

Tell them the things
THEY WANT TO KNOW



Intro: What **Question** are you **Answering?**

Problem/Issue/ Opportunity



Data to quantify the topic

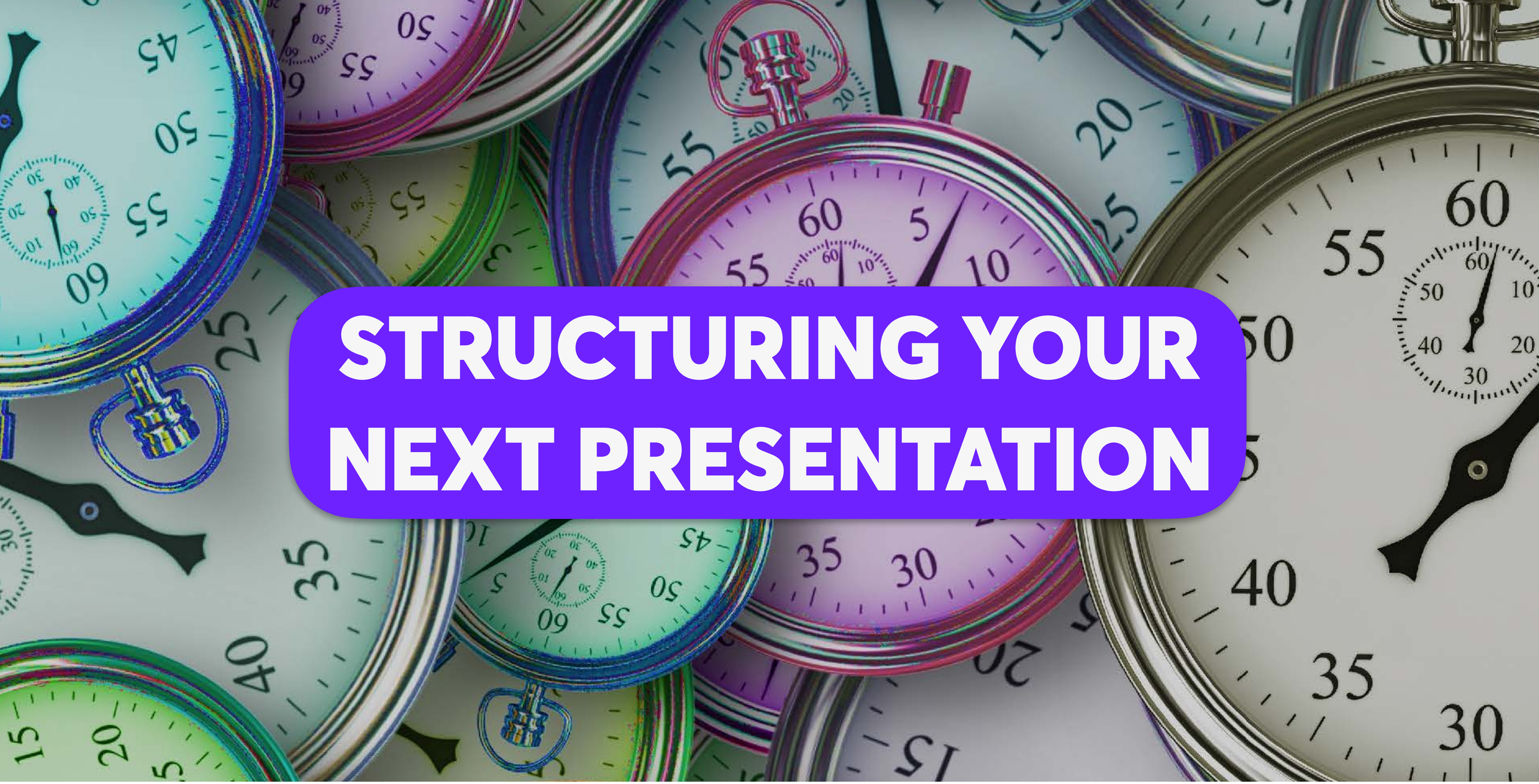
And tell them **QUICK!**



Key **Insights** from the data



Conclusions/ Recommendations


STRUCTURING YOUR
NEXT PRESENTATION

How we usually **plan** a 30-Minute Meeting

Presentation	Q&A
20 Mins	**10 Mins**

The **reality** of how it actually goes!

Tech	Presentation	Q&A
3 Mins	**25 Mins**	**5 Mins**

A **Better Plan** for a 30-Minute Meeting

Meeting Tech **3 Mins**

Presentation **5 Mins**

I'm going to make a **5 minute presentation**
Then I'd love to **answer all your questions**

A **Better Plan** for a 30-Minute Meeting

Meeting Tech **3 Mins**

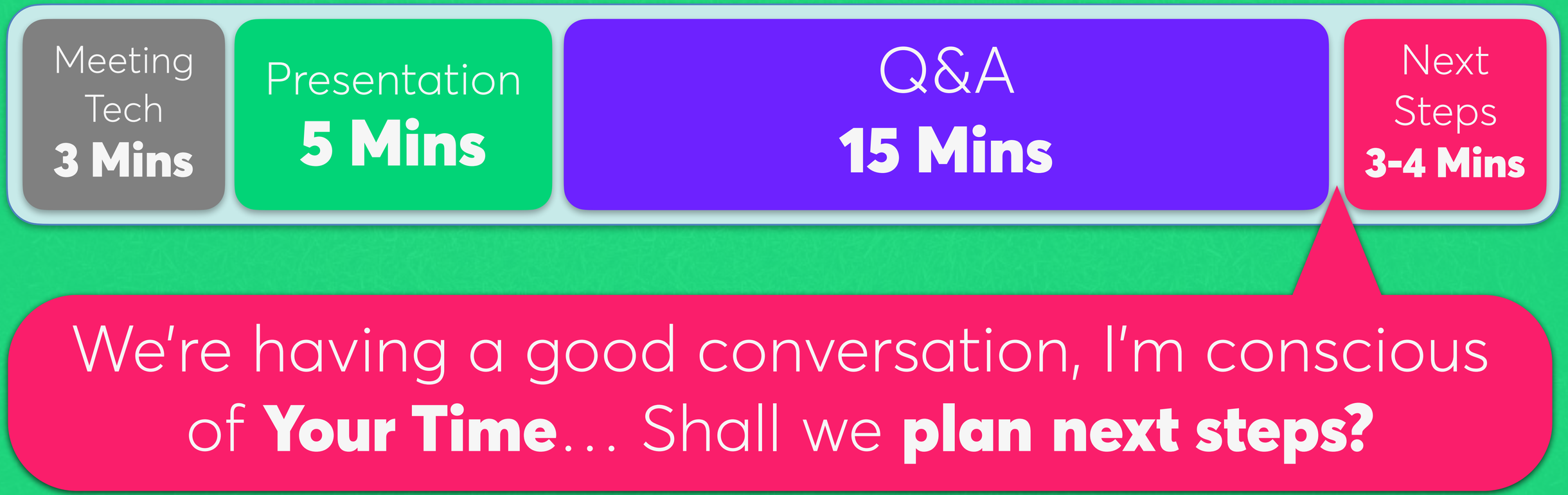
Presentation **5 Mins**

Q&A **15 Mins**

Ask the magic question… 🪄

What would you like to know more about?

A **Better Plan** for a 30-Minute Meeting



When under time pressure...

AND THAT'S ALMOST ALWAYS!



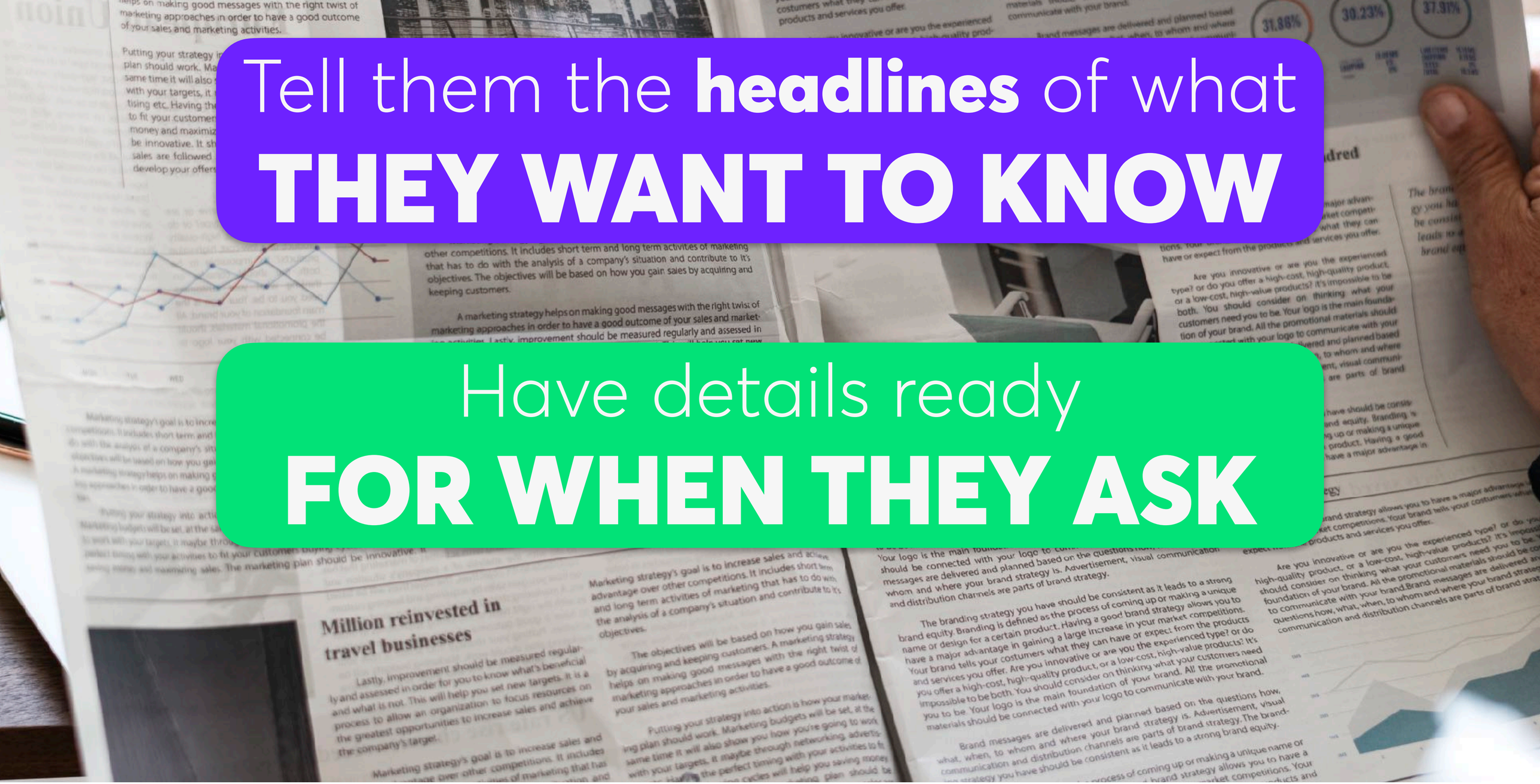
CLARITY FIRST



DETAILS ON DEMAND



Tell them the **headlines** of what **THEY WANT TO KNOW**


Tell them the **headlines** of what
THEY WANT TO KNOW
Have details ready
FOR WHEN THEY ASK

What we'll cover **TODAY**



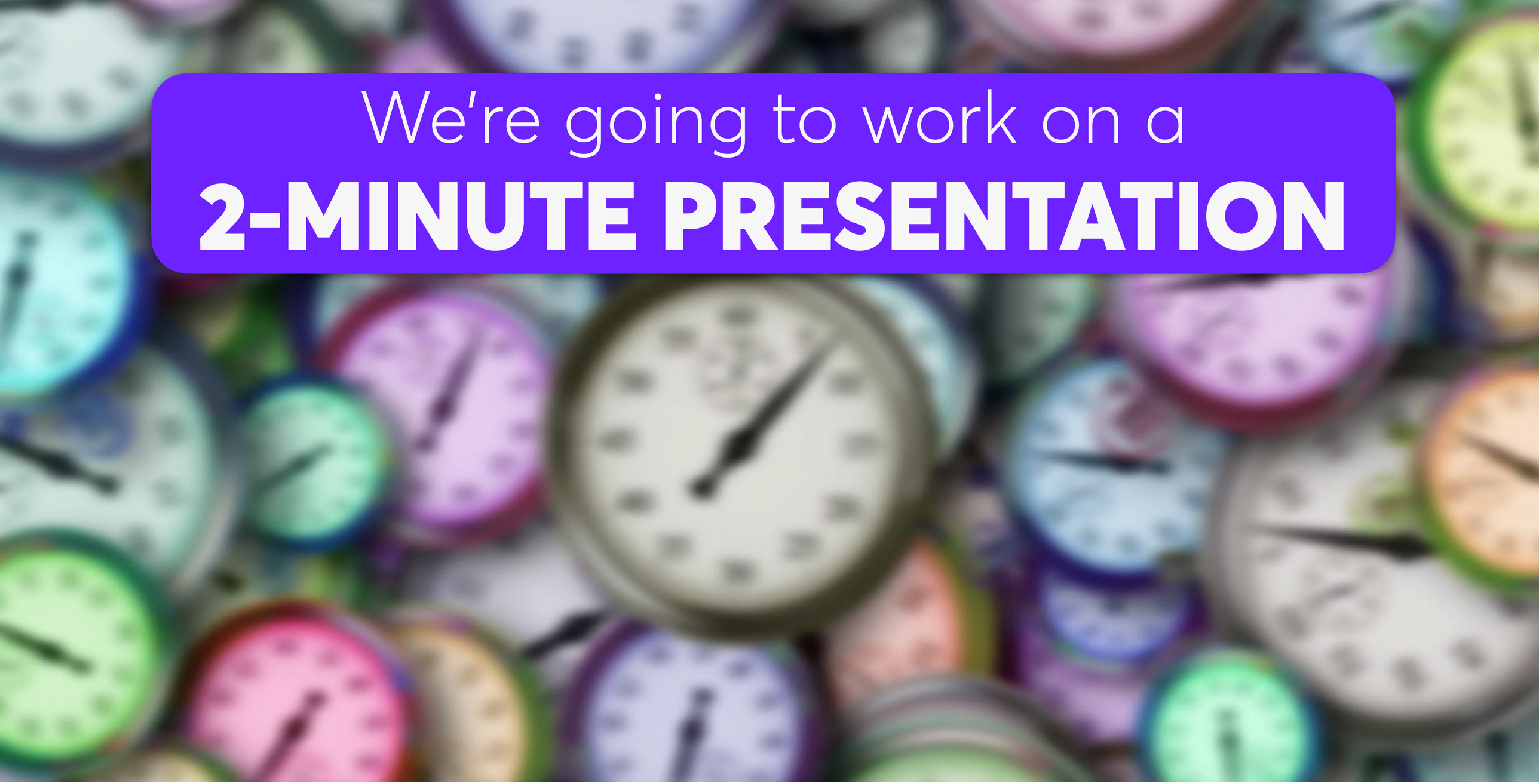
The Most Frequent Presentation You Make



What Goes Wrong in Meetings with Stakeholders (and How to Fix it)



Let's Build & Test a Short Presentation!


We're going to work on a
2-MINUTE PRESENTATION

How do we usually create
A NEW PRESENTATION?

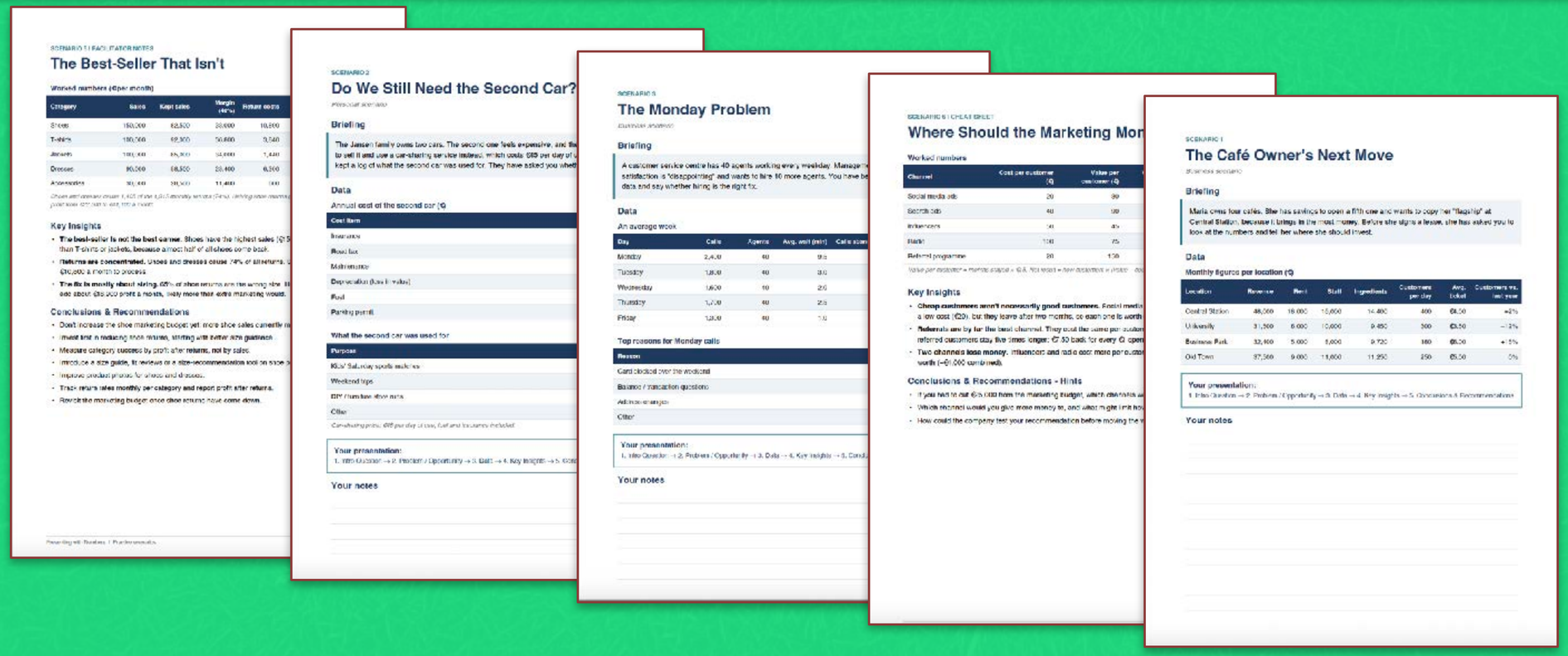



STOP!


Don't Open
POWERPOINT
Until you know what you
are going to say...



Everyone has a
DATA-FOCUSED SCENARIO



Which topics should be in

YOUR CONVINCING PRESETATION?



Tell them the **headlines** of what ***THEY*** **WANT TO KNOW**



Intro: What **Question** are you **Answering?**



Problem or Opportunity



Data to quantify the topic



Key **Insights** from the data



Conclusions/ Recommendations



INTRO: WHAT QUESTION ARE YOU ANSWERING?

"We are here today to **answer** the **question**…"

Creates more **interest** than an agenda

SCENARIO 6

Where Should the Marketing Money Go?

Business scenario

Briefing

A meal-kit subscription company spent €80,000 on marketing last quarter across five channels. The marketing manager wants to double the social media budget, because it brings in the most new customers at the lowest cost. You have been asked to check whether that's the best use of the money.

SCENARIO 6

Where Should the Marketing Money Go?

Business scenario

Briefing

A meal-kit subscription company spent €80,000 on marketing last quarter across five channels. The marketing manager wants to double the social media budget, because it brings in the most new customers at the lowest cost. You have been asked to check whether that's the best use of the money.

"We are here today to **answer** the **question:** Should we **Invest** more in **Social Media** marketing, or is there a more **cost-effective** way to **grow sales?"**

SCENARIO 3

The Monday Problem

Business scenario

Briefing

> A customer service centre has 40 agents working every weekday. Management says customer satisfaction is "disappointing" and wants to hire 10 more agents. You have been asked to look at the data and say whether hiring is the right fix.

SCENARIO 3

The Monday Problem

Business scenario

Briefing

> A customer service centre has 40 agents working every weekday. Management says customer satisfaction is "disappointing" and wants to hire 10 more agents. You have been asked to look at the data and say whether hiring is the right fix.

"We are here today to **answer** the **question:**
Should we **hire** more customer service agents
to **solve** our Monday
customer satisfaction **problem?**"



ACTION STEP

STEP 1

Read Your Scenario

Turn the **Briefing** into the **Question** you're going to answer

*"We're here to **answer** the **question**..."*

Write it down on page 2



ACTION STEP

STEP 1

Read Your Scenario

Turn the **Briefing** into the **Question** you're going to answer

*"We're here to **answer** the **question**..."*

Write it down on page 2



PROBLEM OR OPPORTUNITY

Summarise the topic

Can be **similar** to the **briefing**



DATA

What does the Data **show?**

Summarise only **what** is **explained** in the data

"What you **see** here is…"

Data

An average week

Day	Calls	Agents	Avg. wait (min)	Calls abandoned	Satisfaction (1–5)
Monday	2,400	40	9.5	18%	3.1
Tuesday	1,800	40	3.0	6%	3.9
Wednesday	1,600	40	2.0	4%	4.2
Thursday	1,700	40	2.5	5%	4.1
Friday	1,300	40	1.0	2%	4.4

Top reasons for Monday calls

Reason	Share of Monday calls
Card blocked over the weekend	35%
Balance / transaction questions	25%
Address changes	10%
Other	30%

Data

An average week

Day	Calls	Agents	Avg. wait (min)	Calls abandoned	Satisfaction (1–5)
Monday	2,400	40	9.5	18%	3.1
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Top reasons for Monday calls

Reason	Share of Monday calls
Card blocked over the weekend	35%
Balance / transaction questions	25%
Address changes	10%
Other	30%

"What you see here is the **data** on **calls, agents, waiting times**, and the **reasons** for the calls."

Data

Last quarter, by channel

Channel	Spend (€)	New customers	Avg. months customers stay
Social media ads	30,000	1,500	2
Search ads	20,000	500	6
Influencers	15,000	300	3
Radio	10,000	100	5
Referral programme	5,000	250	10

The company earns €15 profit per customer per month that they stay subscribed.

Data

Last quarter, by channel

Channel	Spend (€)	New customers	Avg. months customers stay
Social media ads	30,000	1,500	2
Search ads	20,000	500	6
Influencers	15,000	300	3
Radio	10,000	100	5
Referral programme	5,000	250	10

The company earns €15 profit per customer per month that they stay subscribed.

"What you see here is the **data** on **marketing spend, new customers** by **channel,** and **how long** customers stay"



ACTION STEP

STEP 2

1. Summarise the topic

2. What does the Data **show**
Only write down what is **explained** in the data

"What you **see** here is…"



ACTION STEP

STEP 2

1. Summarise the topic

2. What does the Data **show**
   Only write down what is **explained** in the data

"What you **see** here is…"



KEY INSIGHTS

What does the data
tell us is **happening**?

What's **good**, what's **bad**?

What is
your interpretation
of the data?

Why do **numbers-based** presentations **GO WRONG?**





PRESENTER

Time, Analysis, Context,
Ref Points, Trends…

=

GOOD Conclusions
from the Data



LISTENER

No Time,
No proper Context

=

WRONG Conclusions
from the Data

When people don't understand, **THEY ARGUE!**

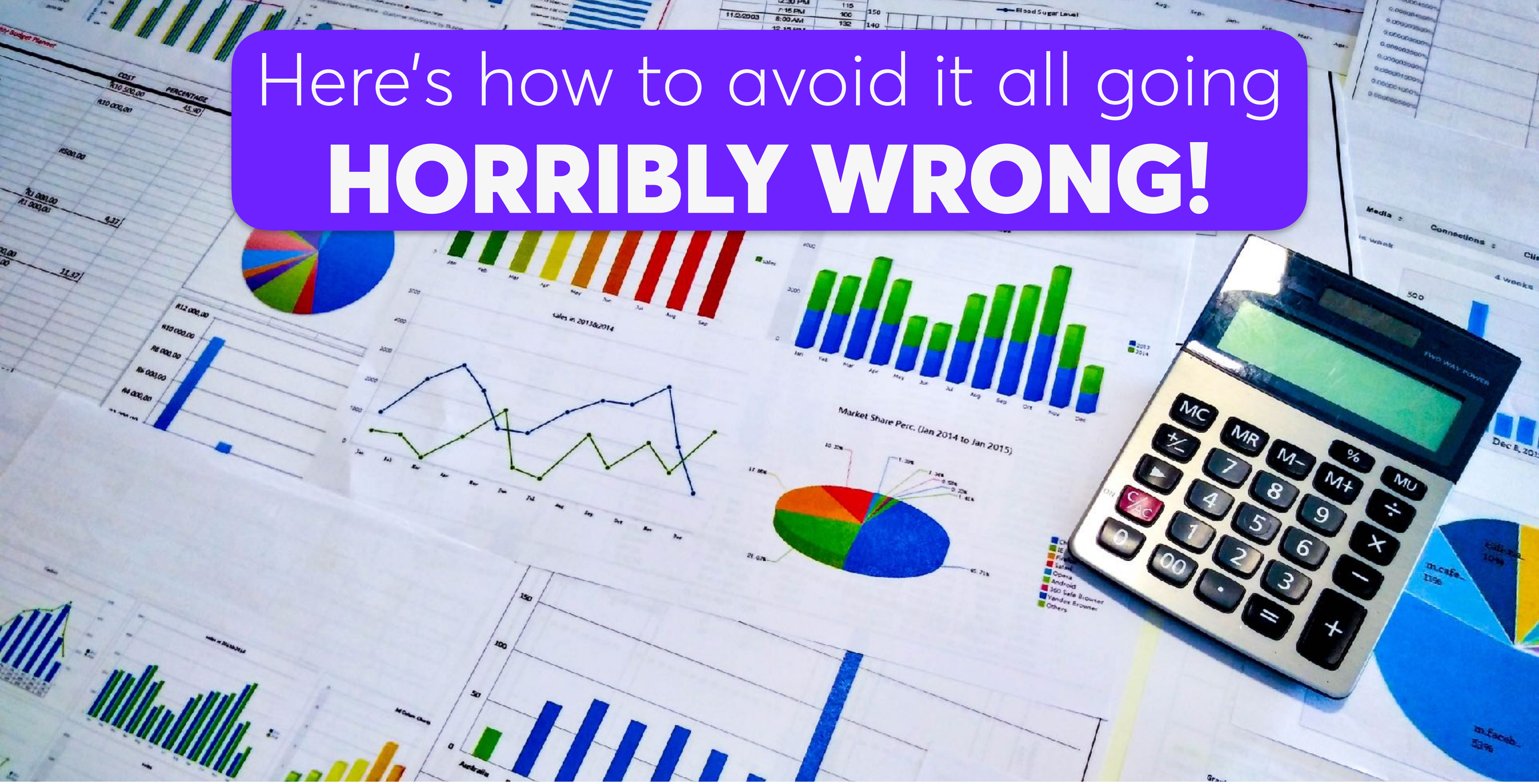


LISTENER

OK, but what about the numbers on…

I can't trust this data. Cell E27 is wrong!

This doesn't give the whole picture, what about 2021…?


Here's how to avoid it all going
HORRIBLY WRONG!

Here's how to avoid it all going **HORRIBLY WRONG!**

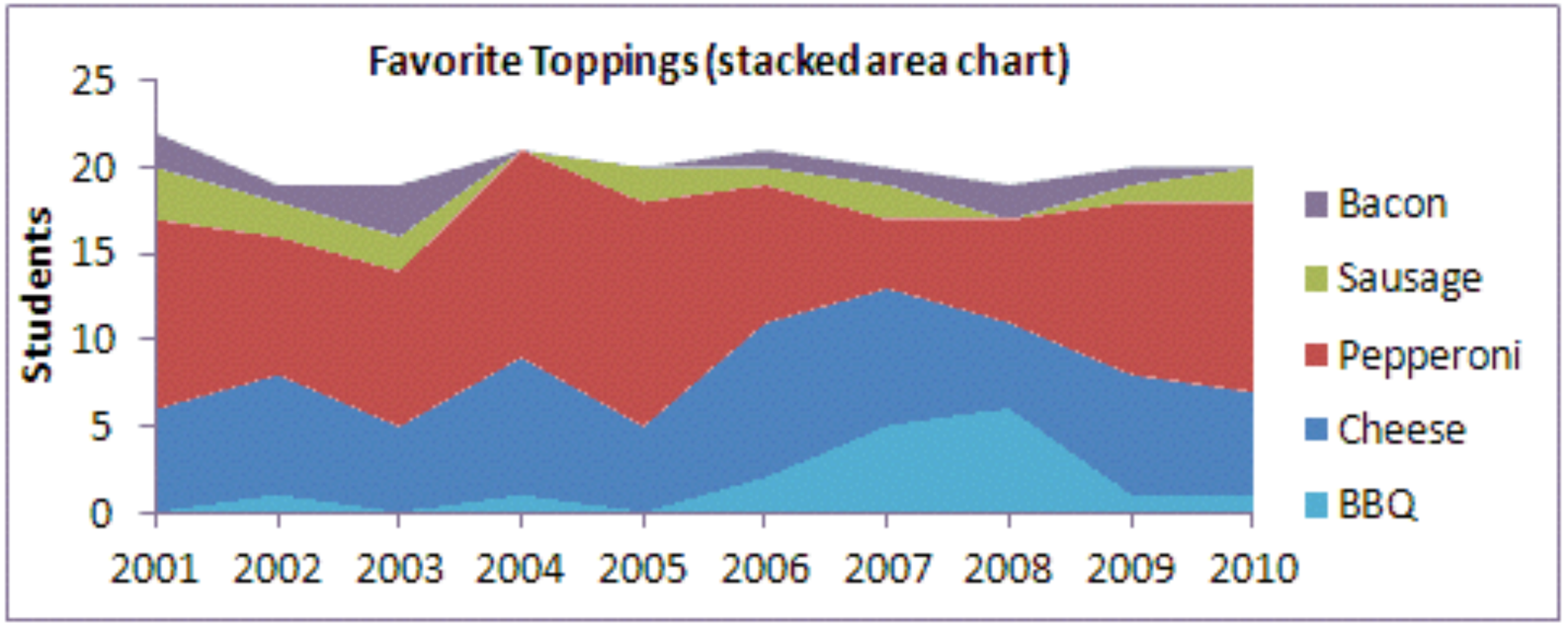


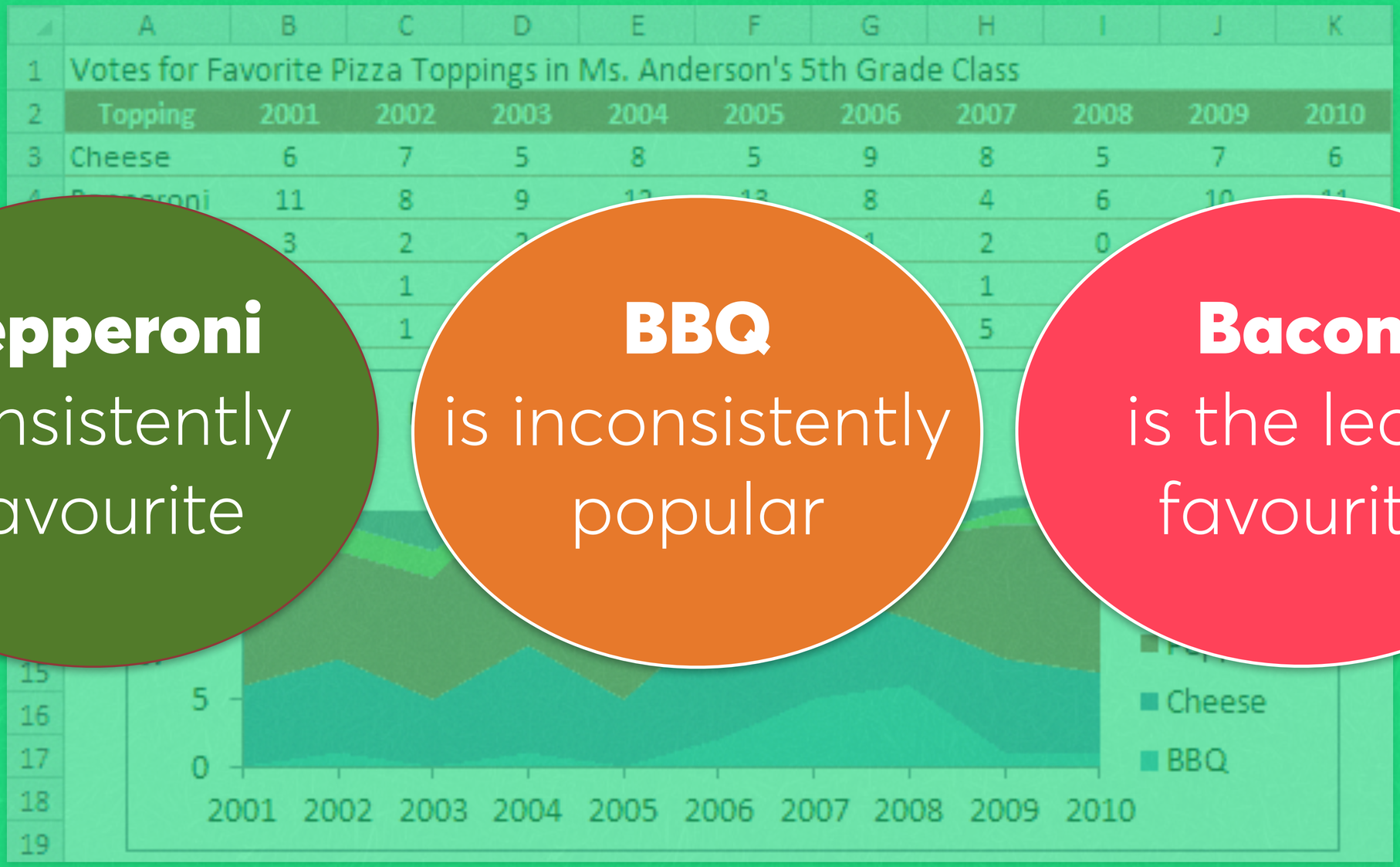
Show them the
Raw Data
for no more than
10 seconds



Overlay **quickly**
with **Key Insights:**
What does the
Data **tells** us

	A	B	C	D	E	F	G	H	I	J	K
1	Votes for Favorite Pizza Toppings in Ms. Anderson's 5th Grade Class										
2	Topping	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
3	Cheese	6	7	5	8	5	9	8	5	7	6
4	Pepperoni	11	8	9	12	13	8	4	6	10	11
5	Sausage	3	2	2	0	2	1	2	0	1	2
6	Bacon	2	1	3	0	0	1	1	2	1	0
7	BBQ	0	1	0	1	0	2	5	6	1	1

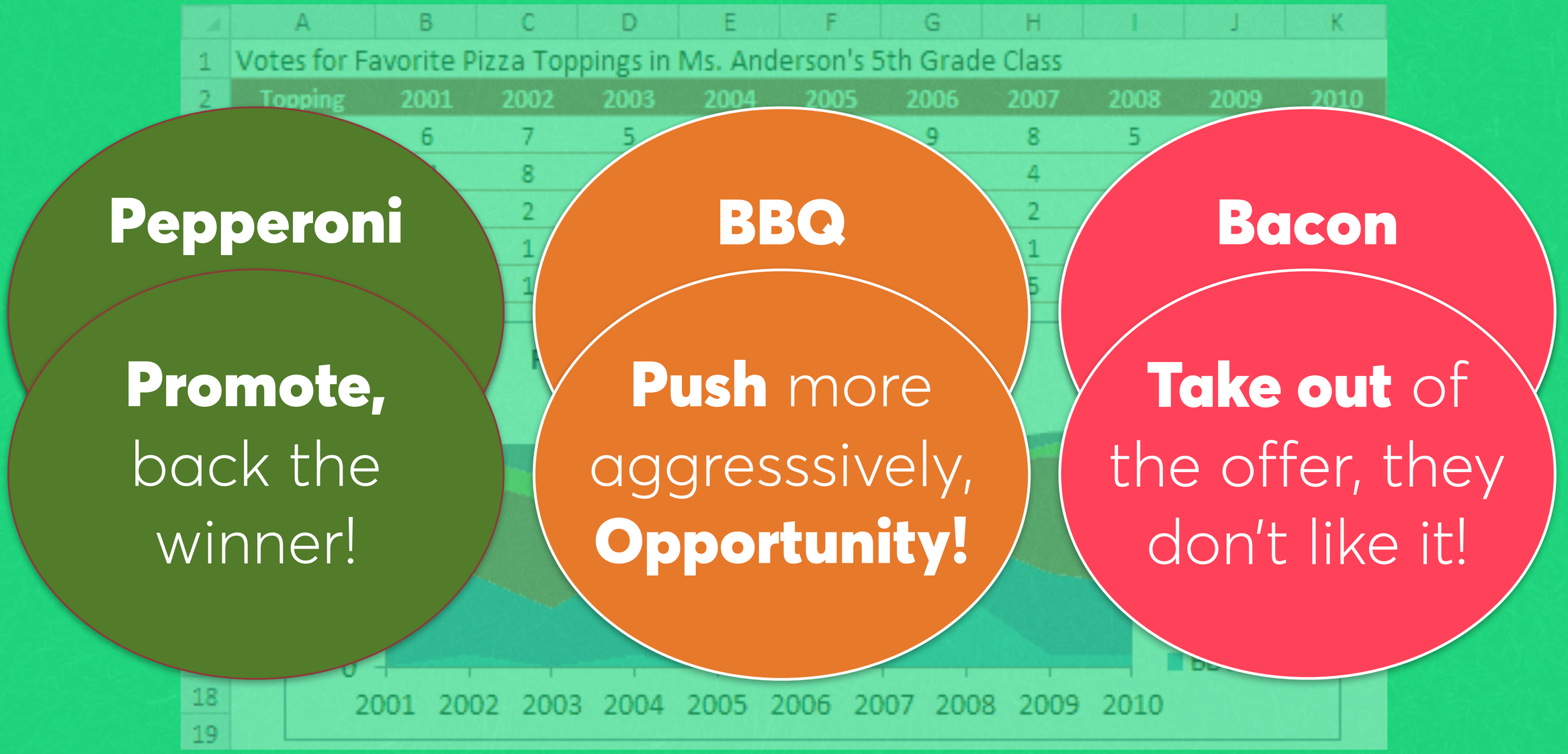




Pepperoni
Consistently Favourite

BBQ
is inconsistently popular

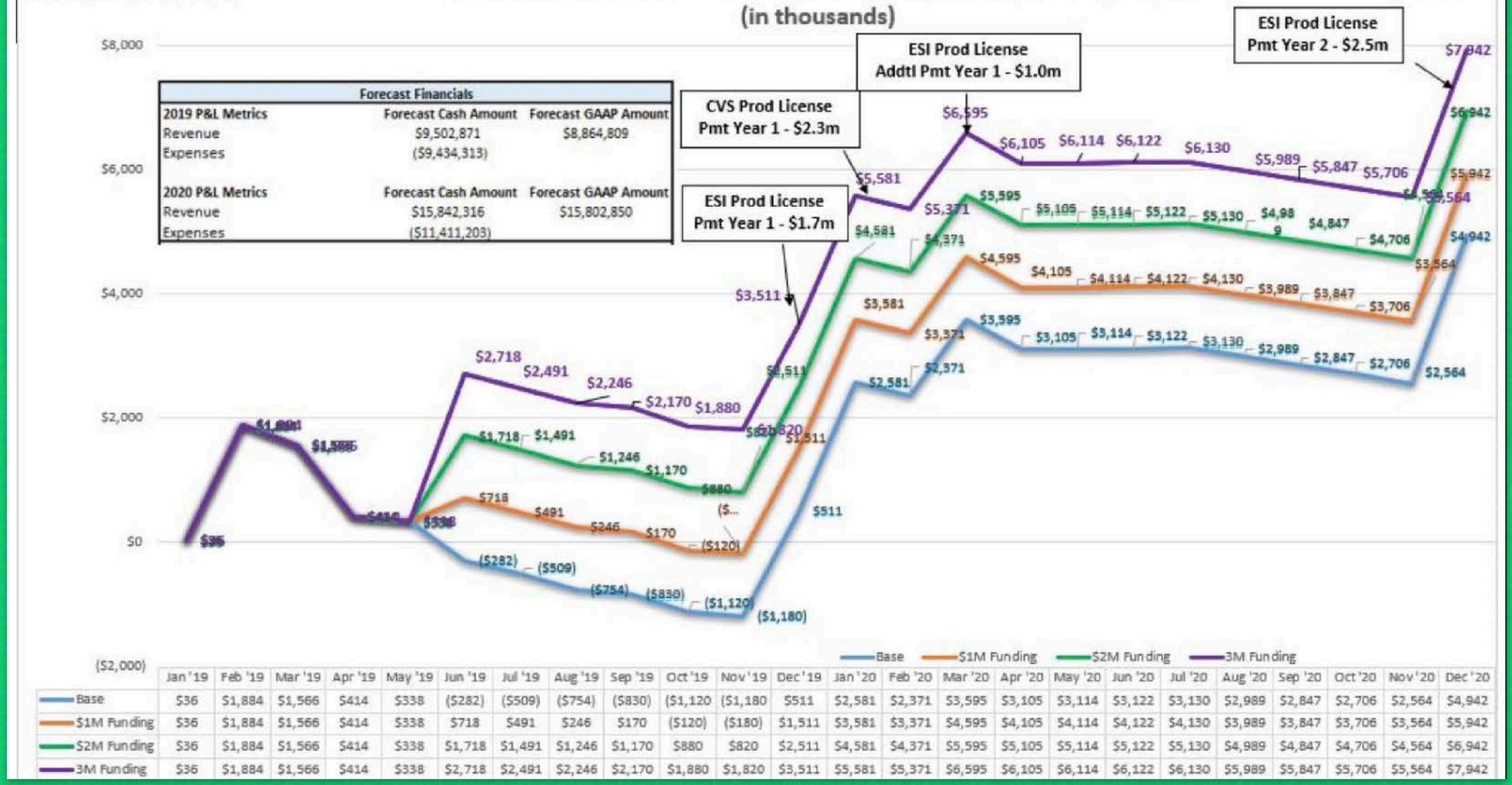
Bacon
is the least favourite


Votes for Favorite Pizza Toppings in Ms. Anderson's 5th Grade Class
Topping 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010
2001 2002 2003 2004 2005 2006 2007 2008 2009 2010
Pepperoni
Promote, back the winner!
BBQ
Push more aggresssively, Opportunity!
Bacon
Take out of the offer, they don't like it!

ReactiveCore

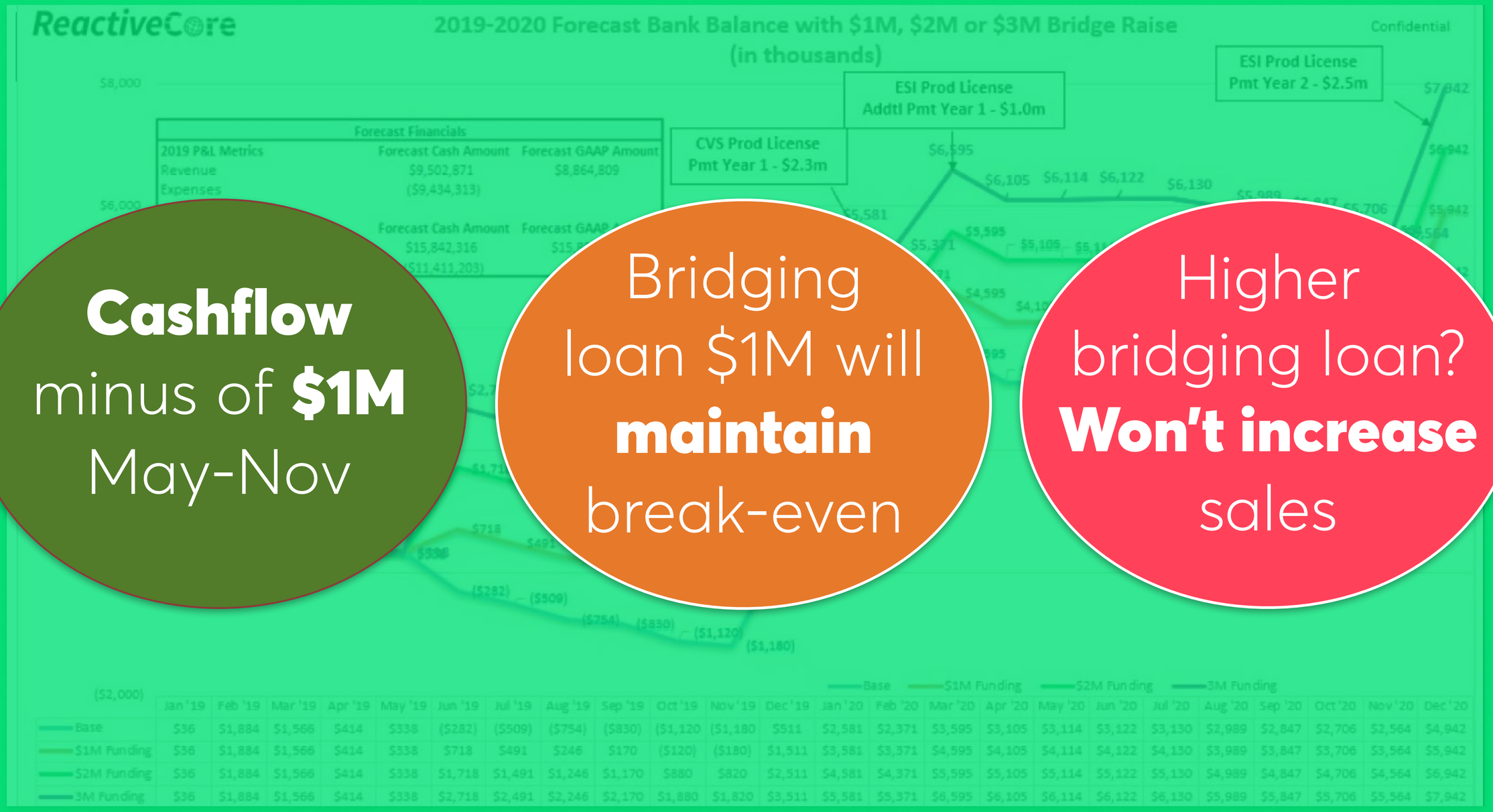
2019-2020 Forecast Bank Balance with $1M, $2M or $3M Bridge Raise (in thousands)

Confidential



Forecast Financials		
2019 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount
Revenue	$9,502,871	$8,864,809
Expenses	($9,434,313)	
2020 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount
Revenue	$15,842,316	$15,802,850
Expenses	($11,411,203)	

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Base	$36	$1,884	$1,566	$414	$338	($282)	($509)	($754)	($830)	($1,120	($1,180	$511	$2,581	$2,371	$3,595	$3,105	$3,114	$3,122	$3,130	$2,989	$2,847	$2,706	$2,564	$4,942
$1M Funding	$36	$1,884	$1,566	$414	$338	$718	$491	$246	$170	($120)	($180)	$1,511	$3,581	$3,371	$4,595	$4,105	$4,114	$4,122	$4,130	$3,989	$3,847	$3,706	$3,564	$5,942
$2M Funding	$36	$1,884	$1,566	$414	$338	$1,718	$1,491	$1,246	$1,170	$880	$820	$2,511	$4,581	$4,371	$5,595	$5,105	$5,114	$5,122	$5,130	$4,989	$4,847	$4,706	$4,564	$6,942
3M Funding	$36	$1,884	$1,566	$414	$338	$2,718	$2,491	$2,246	$2,170	$1,880	$1,820	$3,511	$5,581	$5,371	$6,595	$6,105	$6,114	$6,122	$6,130	$5,989	$5,847	$5,706	$5,564	$7,942



($2,000)	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Base	$36	$1,884	$1,566	$414	$338	($282)	($509)	($754)	($830)	($1,120	($1,180	$511	$2,581	$2,371	$3,595	$3,105	$3,114	$3,122	$3,130	$2,989	$2,847	$2,706	$2,564	$4,942
$1M Funding	$36	$1,884	$1,566	$414	$338	$718	$491	$246	$170	($120)	($180)	$1,511	$3,581	$3,371	$4,595	$4,105	$4,114	$4,122	$4,130	$3,989	$3,847	$3,706	$3,564	$5,942
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3M Funding	$36	$1,884	$1,566	$414	$338	$2,718	$2,491	$2,246	$2,170	$1,880	$1,820	$3,511	$5,581	$5,371	$6,595	$6,105	$6,114	$6,122	$6,130	$5,989	$5,847	$5,706	$5,564	$7,942

Cashflow minus of **$1M** May-Nov

Bridging loan $1M will **maintain** break-even

Higher bridging loan? **Won't increase** sales

Our job is to present the

INSIGHTS & RECOMMENDATIONS

Not just to

PRESENT THE DATA



KEY INSIGHTS

What does the data
tell us is **happening**?

What's **good**, what's **bad**?

What is
your interpretation
of the data?



ACTION STEP

STEP 3

Analyse the data to **simplify** the message

Identify and write down **Three Key Insights**

Focus on **outcomes** and **insights**, not raw data



ACTION STEP

STEP 3

Analyse the data to **simplify** the message

Identify and write down **Three Key Insights**

Focus on **outcomes** and **insights**, not raw data



CONCLUSIONS/ RECOMMENDATIONS

What do the **Key Insights** tell us?

What **action** should we take?

What do you **propose** based on your insights?



ACTION STEP

STEP 4

Based on your Key Insights, what are your **Conclusions** & **Recommendations?**

What **Action** should we take**?**



ACTION STEP

STEP 4

Based on your Key Insights, what are your **Conclusions** & **Recommendations?**

What **Action** should we take**?**


Let's put the thinking
INTO ACTION!



ACTION STEP

PRACTICE a **120 Second** presentation of the whole story

Say it **OUT LOUD** for yourself!

Adjust when you find **words** or **phrases** you would **not usually say**

120 seconds = 18 sentences



ACTION STEP

PRACTICE a **120 Second** presentation of the whole story

Say it **OUT LOUD** for yourself!

Adjust when you find **words** or **phrases** you would **not usually say**

120 seconds = 18 sentences

best3minutes.com/ingfin2627

Welcome Back!

LET'S MAKE IT REAL!



ACTION STEP

In Pairs:

Test your **120 Second** presentation

best3minutes.com/ingfin2627



ACTION STEP

In Pairs:

Test your **120 Second** presentation

best3minutes.com/ingfin2627


Take one minute
TO REFLECT
Write down:
What did you learn?
From receiving and giving feedback?
What would you change?


Take one minute
TO REFLECT
Write down:
What did you learn?
From receiving and giving feedback?
What would you change?


Anyone want to share
WHAT YOU LEARNED?


You've just gone through the
BEST WAY TO PRACTICE



Think it through



Write it down



Say it out loud



GET FEEDBACK



GET FEEDBACK



What stood out?



What did you not understand?



Friendly advice for improvement

Making your story

FOCUSED & MEMORABLE

The Power of THREE



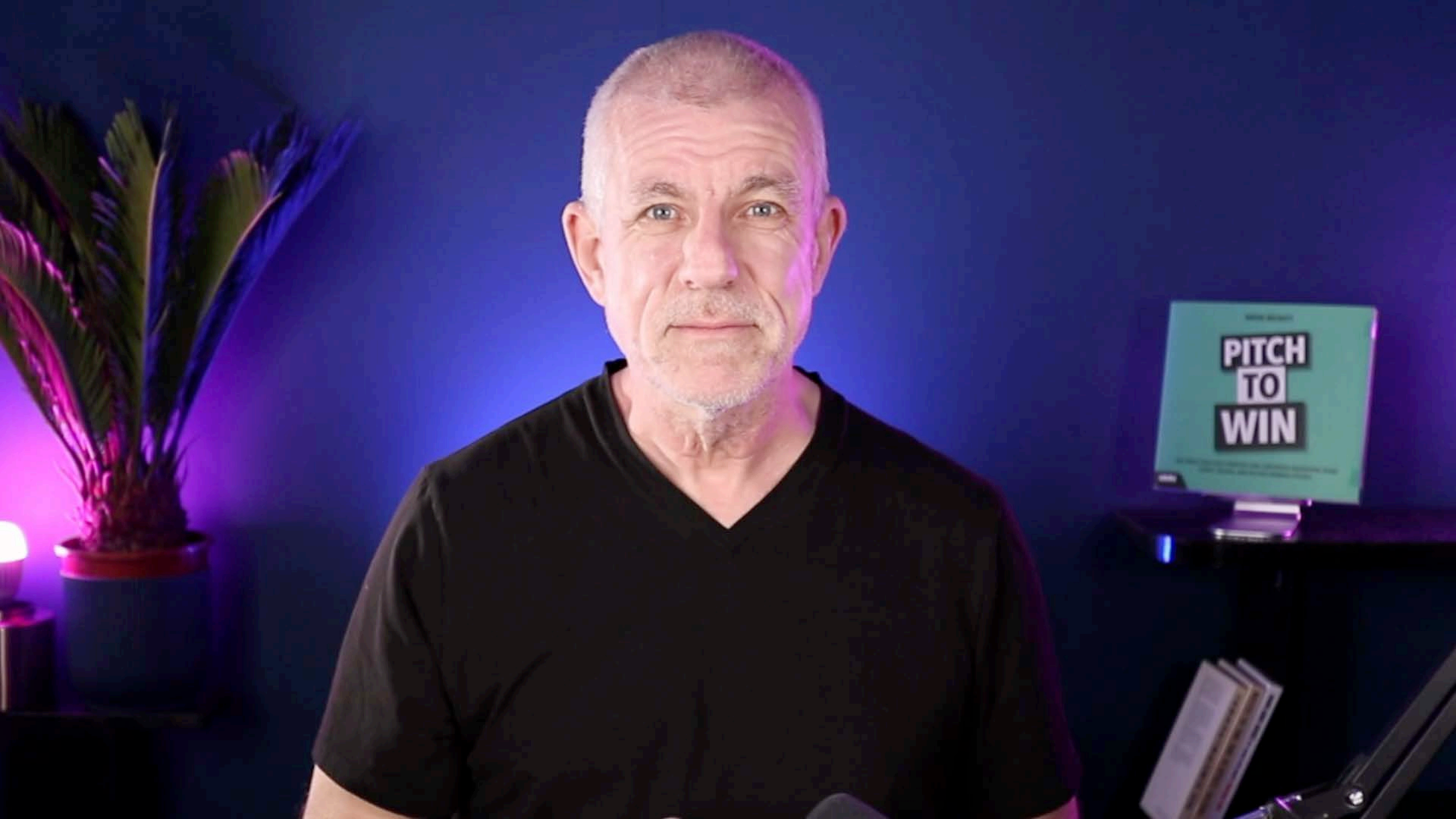
What happens if I say…

“Hi, I’VE GOT 11 THINGS I WANT TO TELL YOU…”




"There are many things I could tell you,
BUT THERE ARE 3 THINGS
I WANT YOU TO REMEMBER"


So why
THREE?


PITCH
TO
WIN

How do you apply
THE POWER OF THREE?



Break your product into
THREE BIG QUALITIES

FASTER

LOWER COST

MUCH EASIER TO USE


Ryan Pandya (USA)
Muufri



Finish your pitch

LIKE A TRUE PROFESSIONAL



The last thing you say is

THE 1st THING THEY REMEMBER

Make a plan for the

LAST 20-30 SECONDS



What you've seen is...

(a 3-point, 1-sentence summary)



What we ask you to do is...

(give them a clear call to action)

THANK YOU!

=

I've finished, you can clap now!

A 3-Part JOURNEY



Create the right Structure & Storyline



Create Visuals to Support the Story



Deliver with Certainty and Confidence

What to bring
TO THE NEXT SESSION

A **Presentation** you are **Working On**,
or have **Recently Delivered**

Pitch tools and

RESOURCES







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