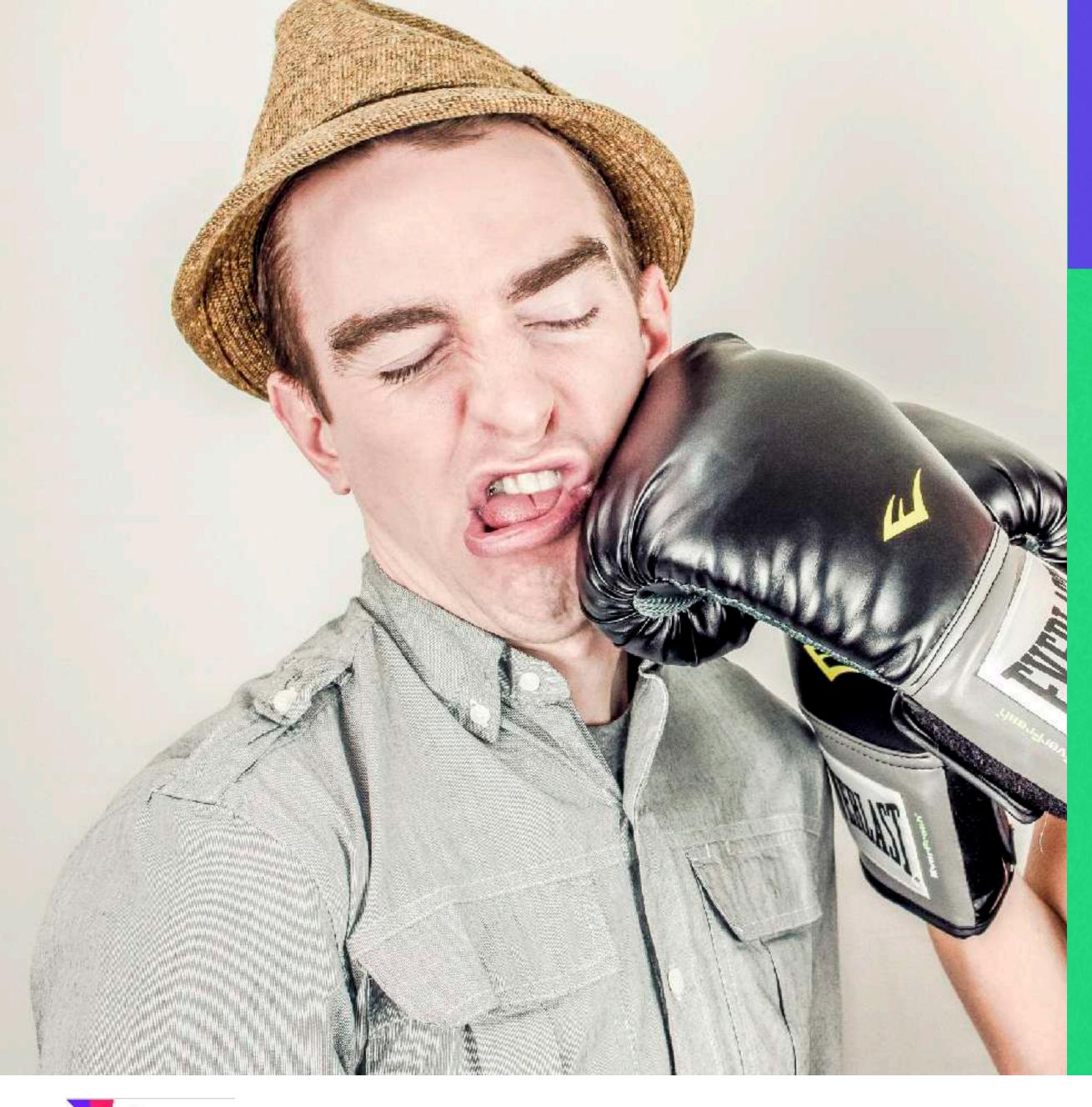
Which topics should be in YOUR WINNING PITCH?

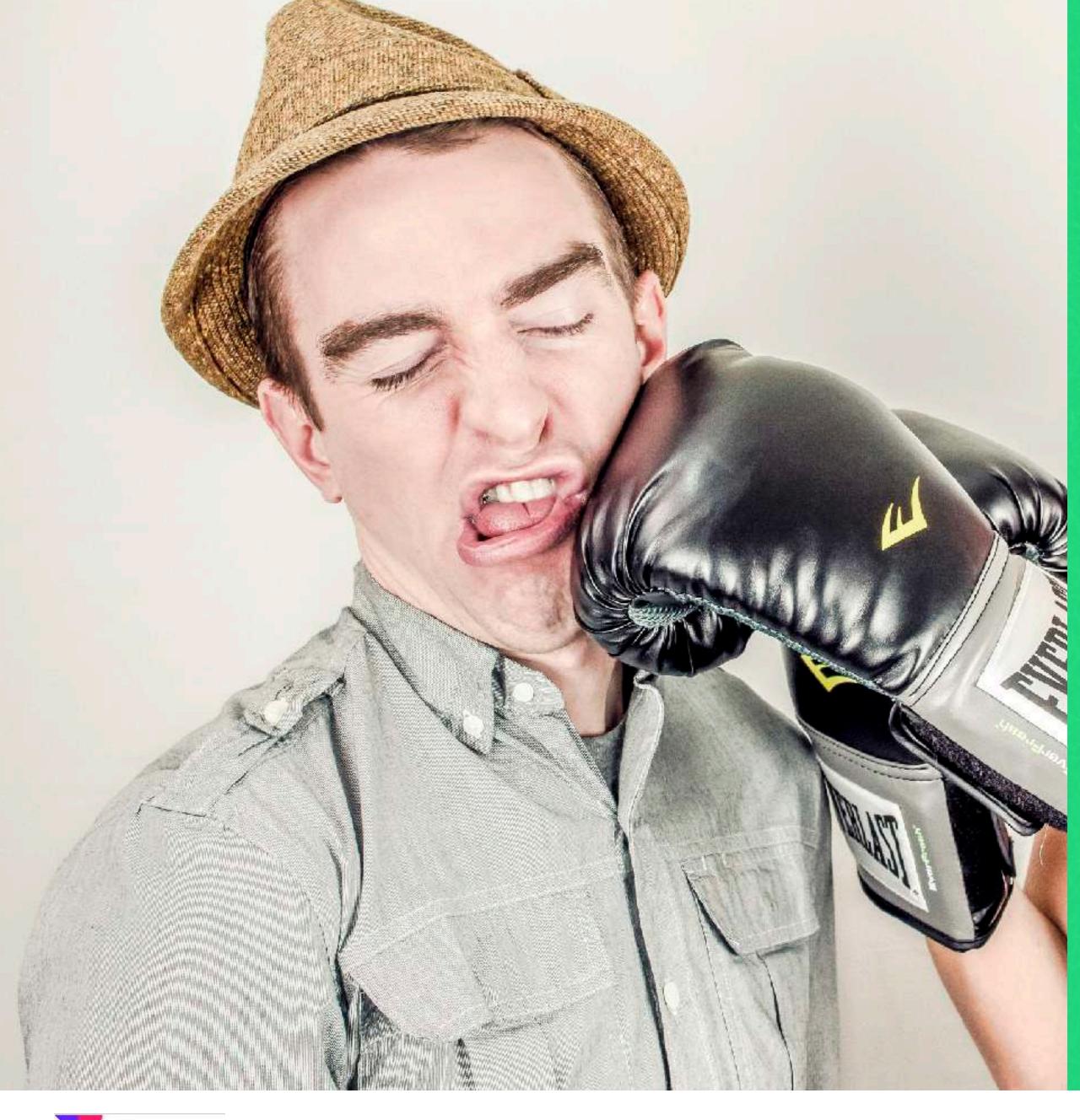




What are the problems you solve?

What is the HUMAN RESULT?





Lost time?

More cost?

Complex steps?

Irritation?

Lost customers?

Bad reputation?





PRODUCT

(that means you...)

How do you solve problems?

What are you good at?

Skills and Character





Project Management, People Management

Budget control, Product Planning, Inventory specialist

Marketing expert,
Sales skills

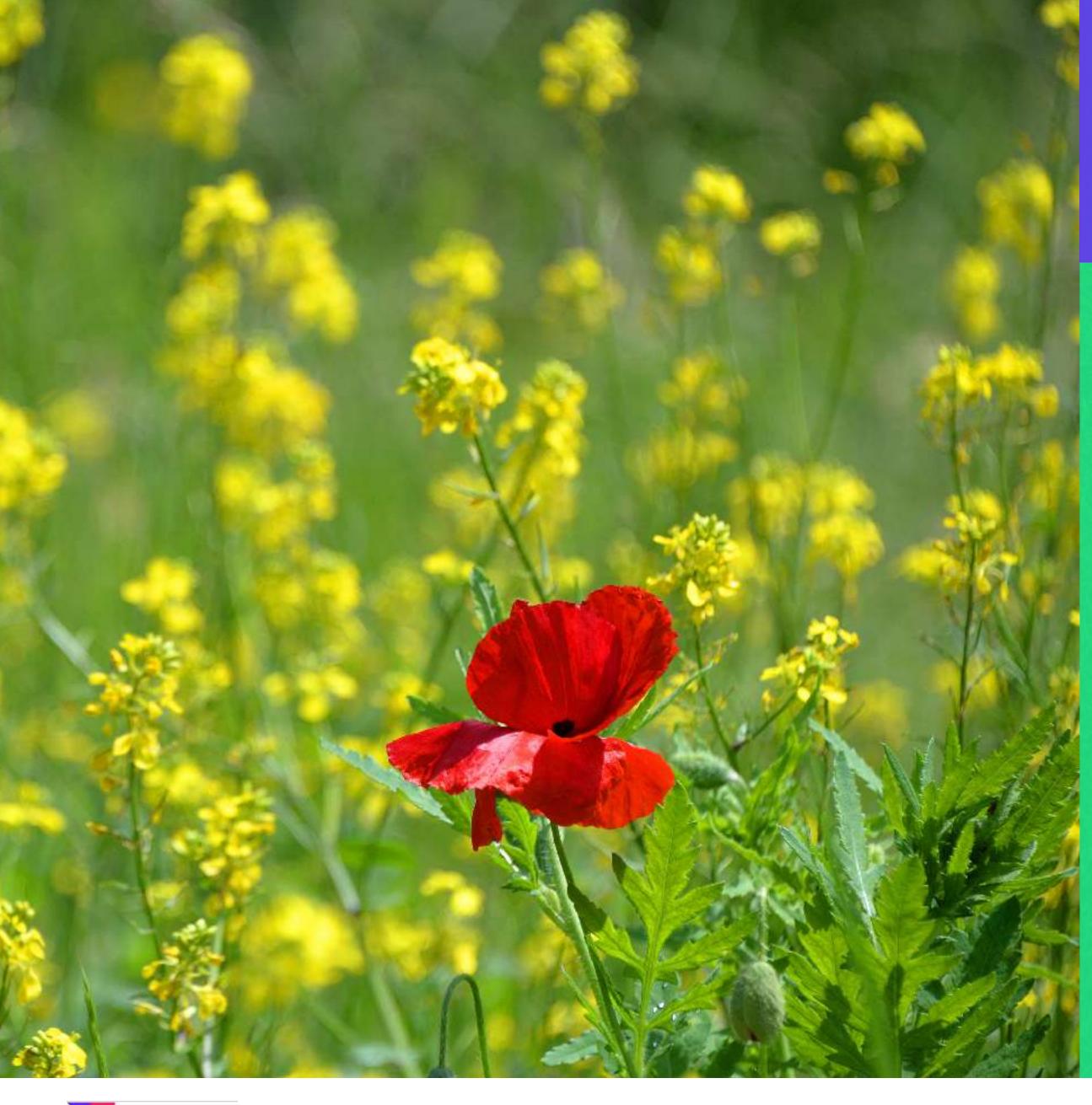




CHARACTER

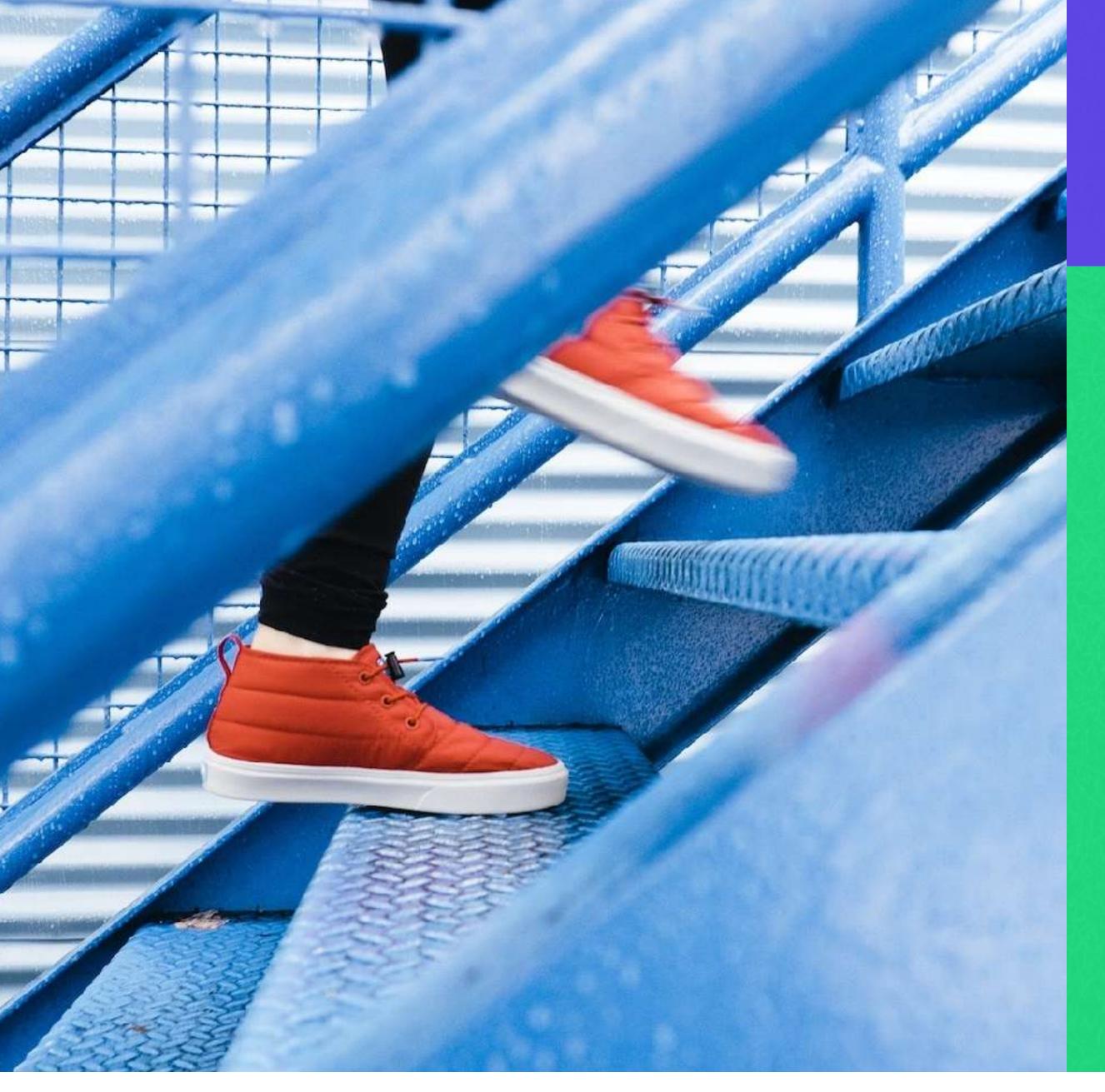
Firestarter, Creator Person who never stops Connector, team builder Vision into action





What's special and new about your proposition?





What success have you had already?

What **results** have you delivered?





WHAT'S IN IT FOR THEM?

How will you help the company/audience reach their strategy and ambitions?





WHAT DO YOU NEED? and CALL TO ACTION

Money? Advice?

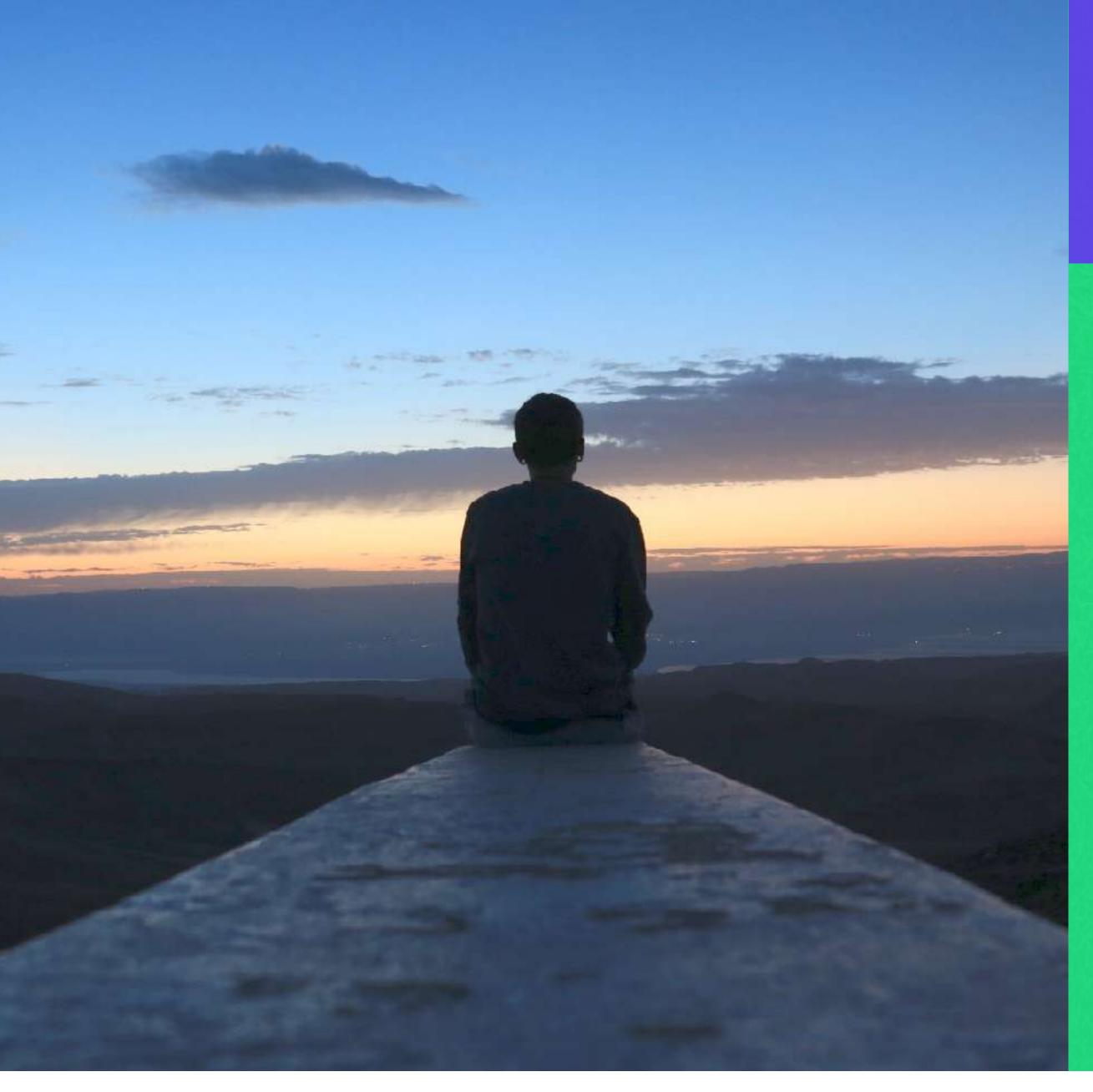
Introductions?

Follow Up Meeting?









What's your personal motivation to offer this proposition?

Your Enthusiasm
Counts!

