Presentation Coach TEDx Speech Coach Co-founder of Pitchy



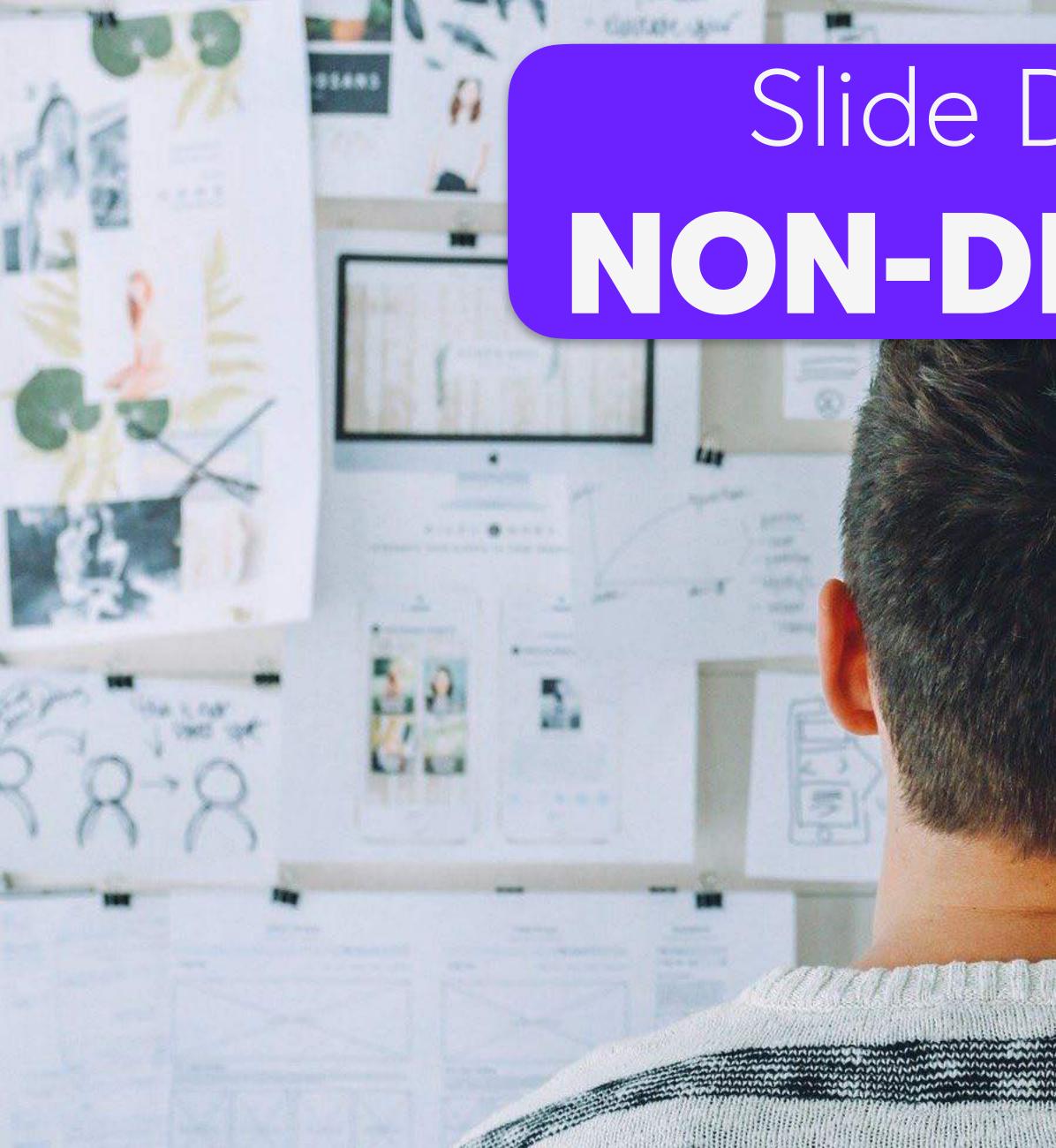
## 



# GREAT IDEAS NEED A VOICE









# Slide Design for NON-DESIGNERS

1111





### PLEASE NOTE: YOU HAVE CORPORATE GUIDELINES (& IMAGE RESOURCES?)





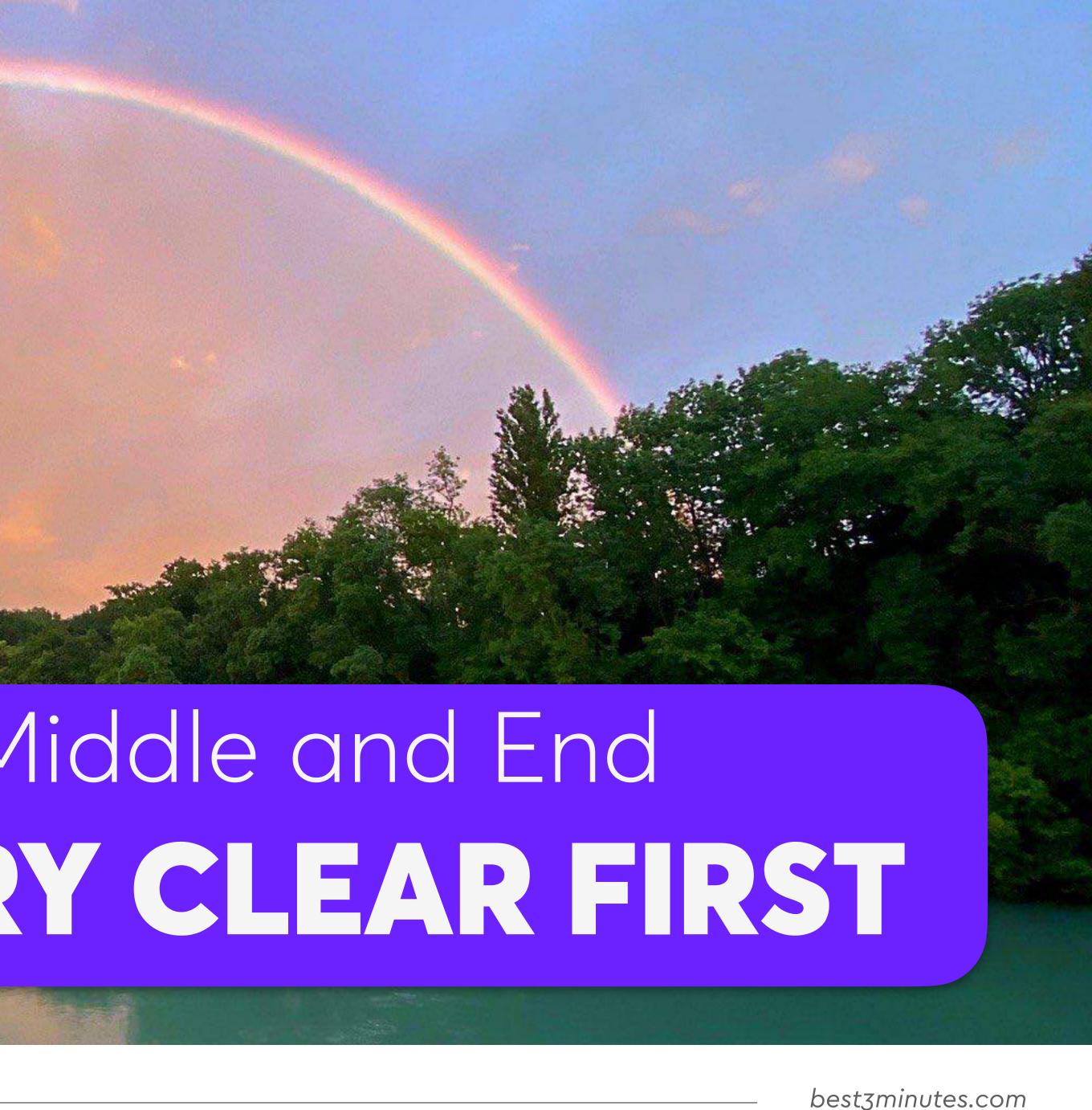
## A Reminder... THE MOST IMPORTANT THING ABOUT SLIDE DESIGN





### Beginning, Middle and End OF THE STORY CLEAR FIRST









# Don't Open

### Until you know what you are going to say ...



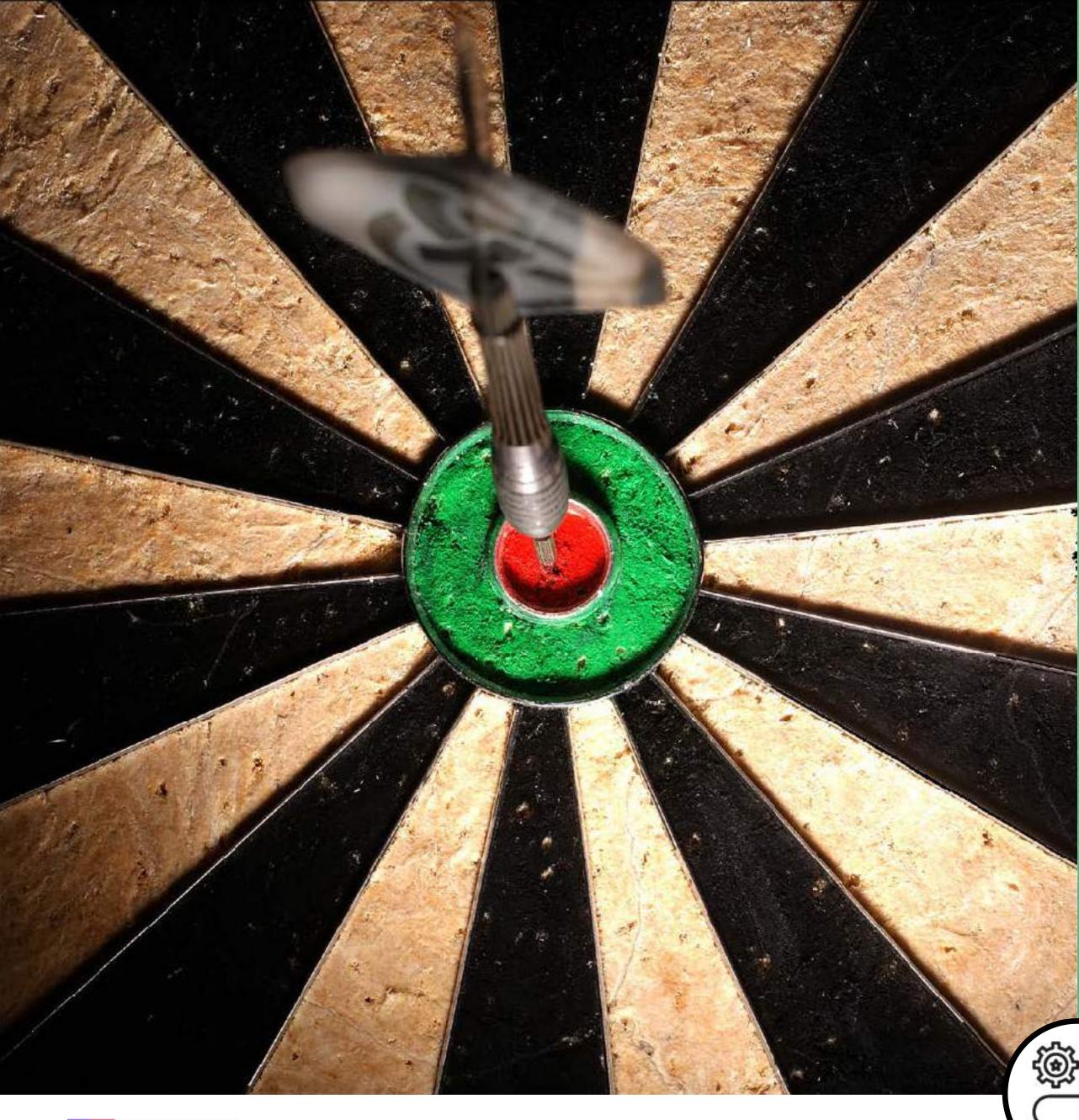




### WHO'S YOUR AUDIENCE?

What do they CARE about?







### WHAT'S YOUR **OBJECTIVE?**

### What do you want them to do?







## Use To Build Your Storyline

### Make the first word count OPEN POWERFULLY

ME L 14









### Make your story FOCUSED & MEMORABLE

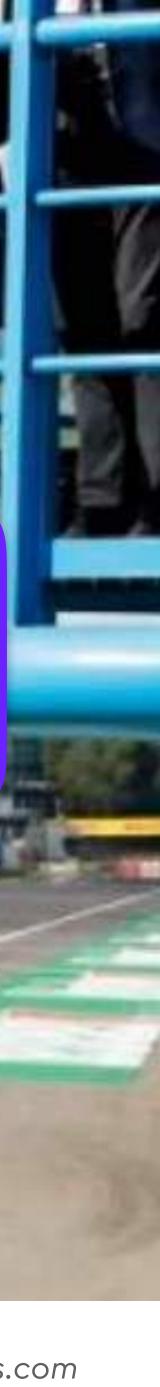




### Finish your presentation LIKE A TRUE PROFESSIONAL

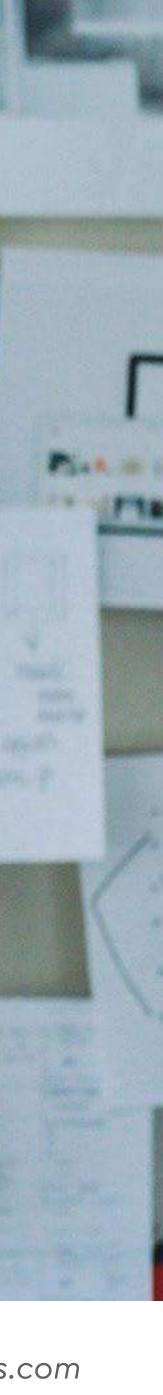












### Keep Slides SIMPLE & VISUAL

### mers in In

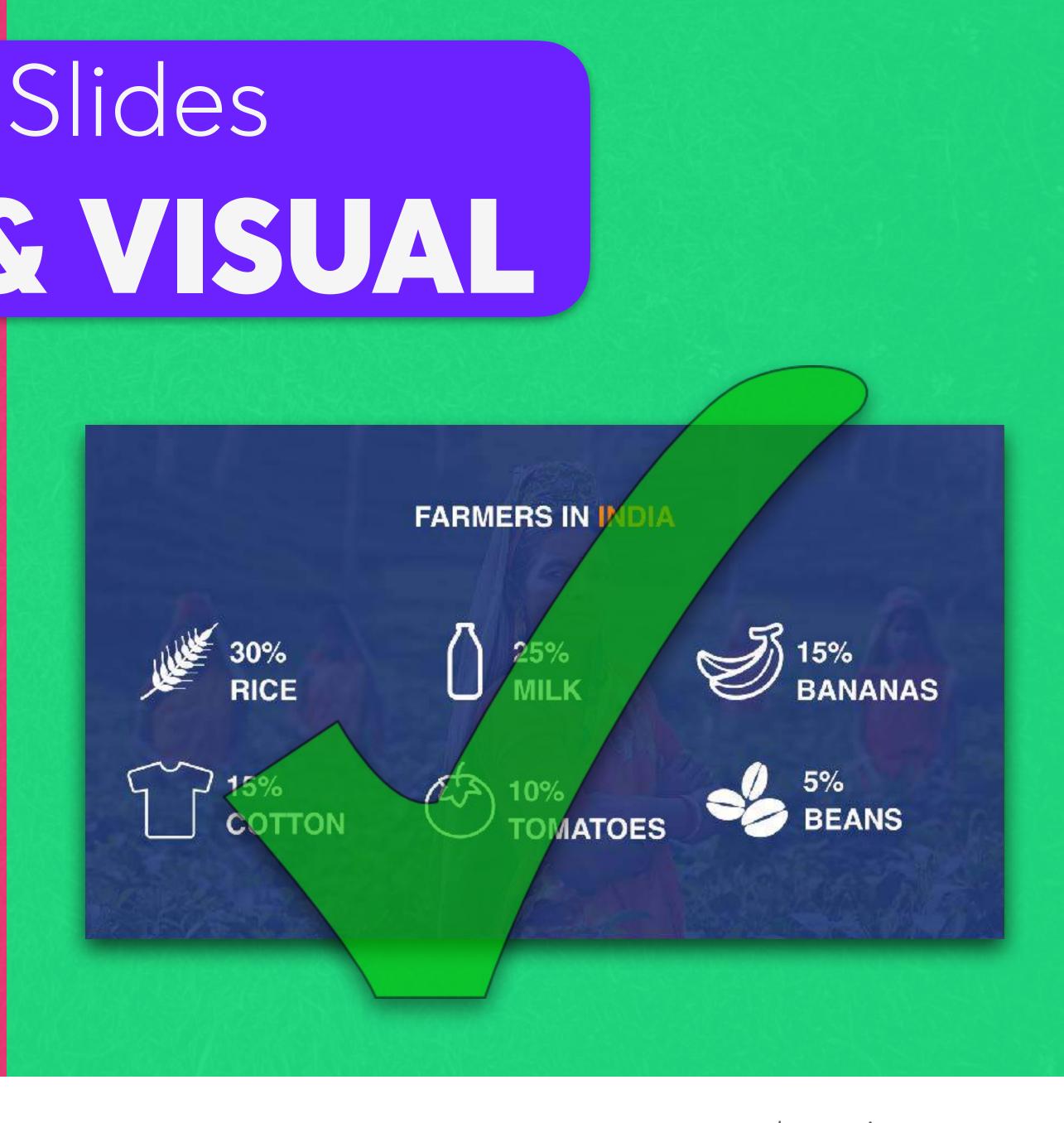
According to EUROPEAN I grow by 4,50% by the end N the E of 2014. This due to a slow rease in exports, consumption, iteac investments and interest ra

ncrease by 15%, but the interest The Central Bank said the ex rate would remain the sam prices decrease, the consumption will increase

Investments rates will ease 2,50%

ted to increase by 1.77 Consumption is as people become more confider





### Tools to help keep it visual

- Use images to express make associations with with words
   Use icons to highlight I
- Use bold and size of tex words and messages



Use images to express big ideas, because people make associations with pictures much faster than

Use icons to highlight key points and abstract ideas Use bold and size of text to emphasise the key

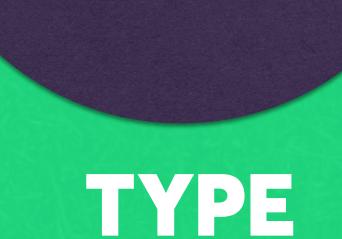
### Tools to help KEEPIT VISUAL



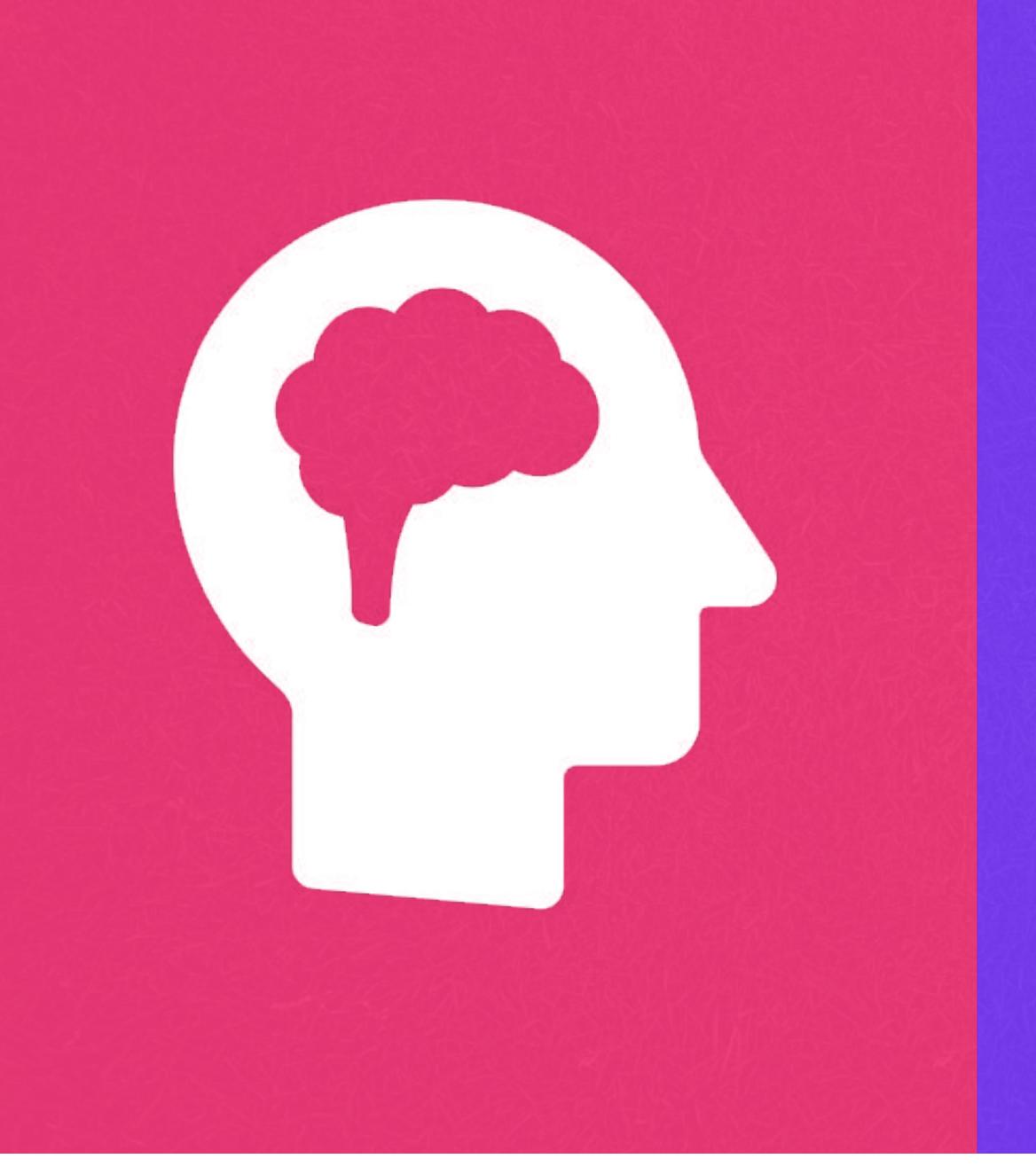
### **IMAGES**













## THE HUMAN BRAIN PROCESSES VISUAL I N F O R M A T I O N

# 

### FASTER THAN TEXT



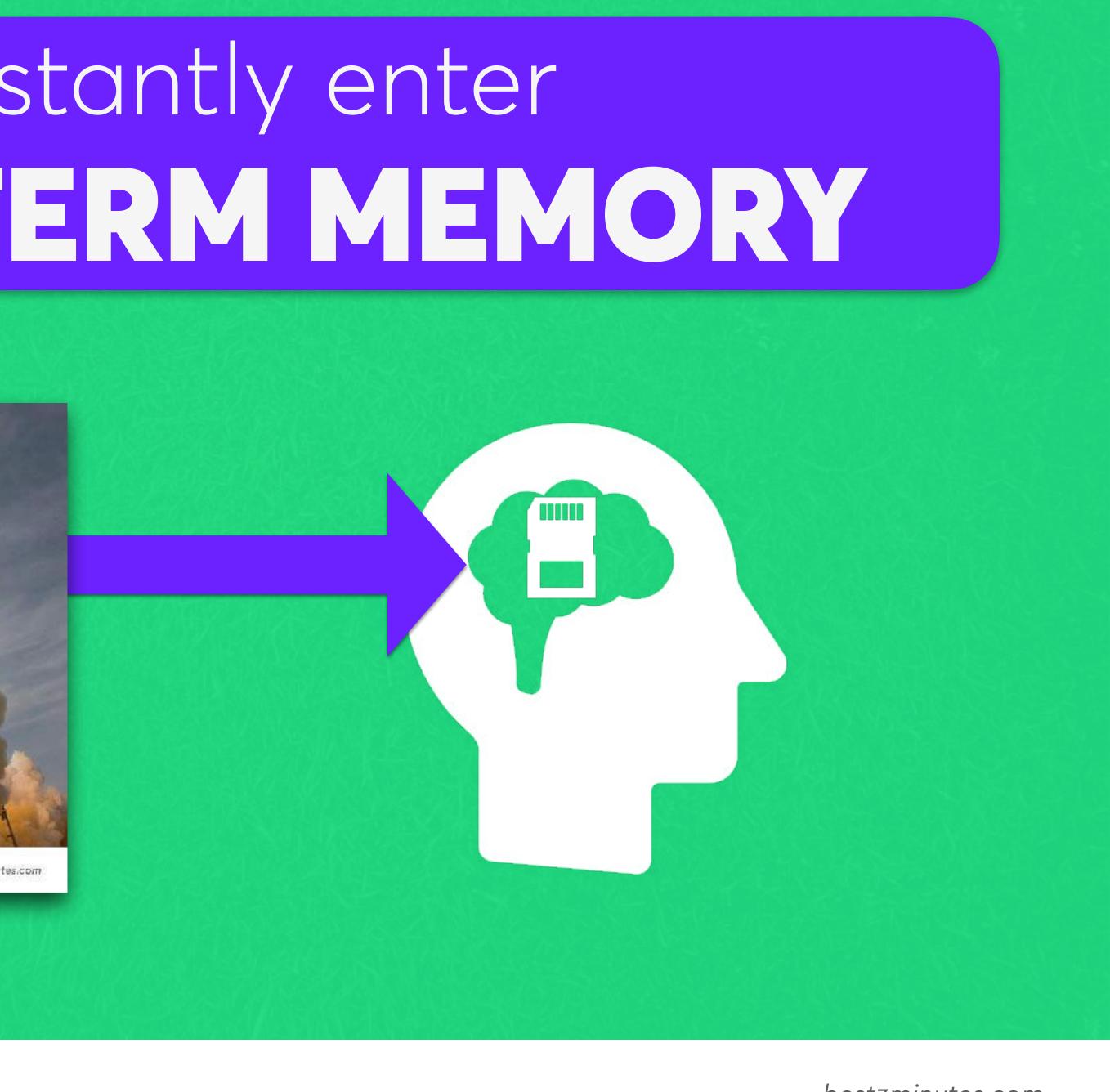
### Visuals instantly enter THE LONG TERM MEMORY

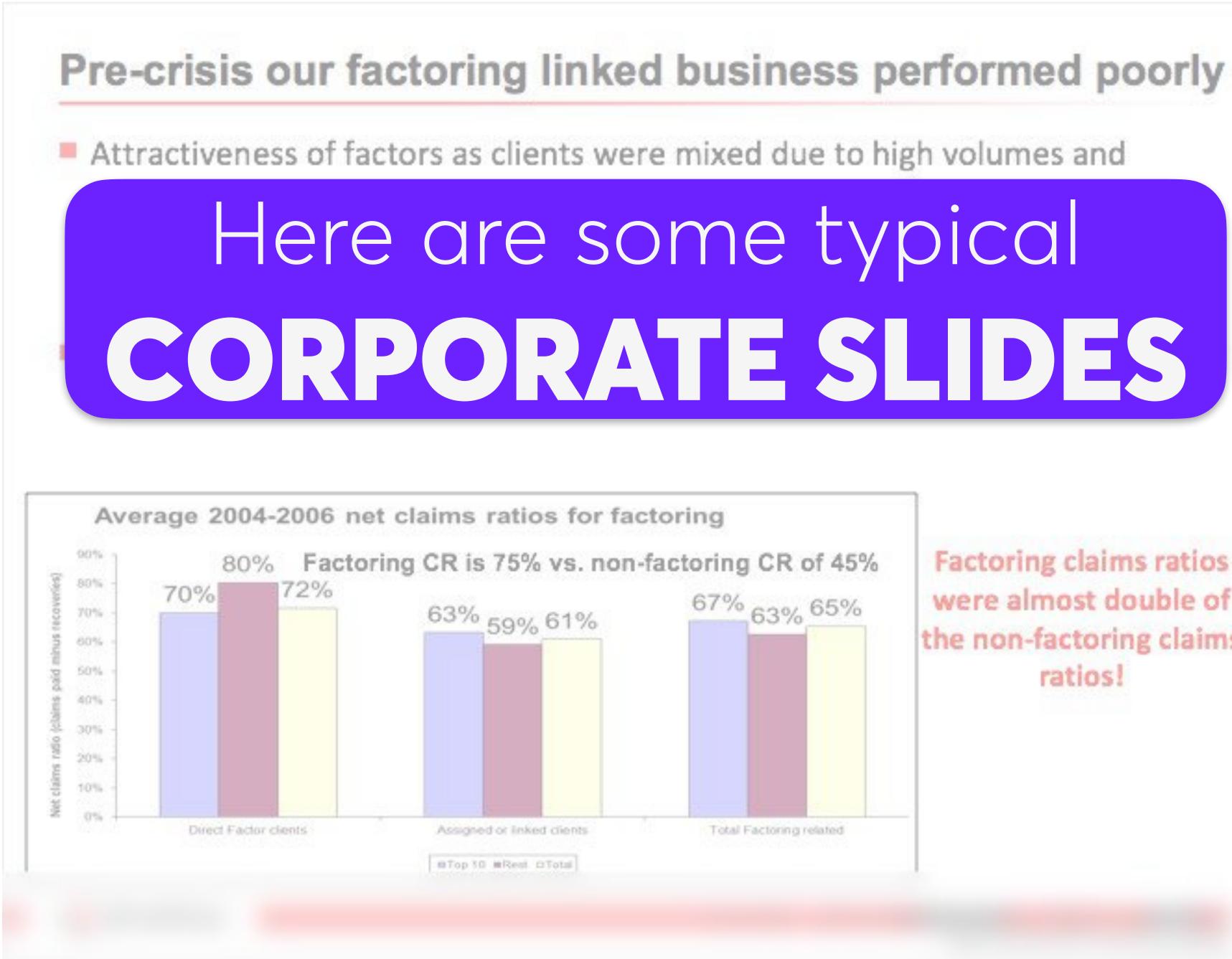
### Make the first word count **OPEN POWERFULLY**



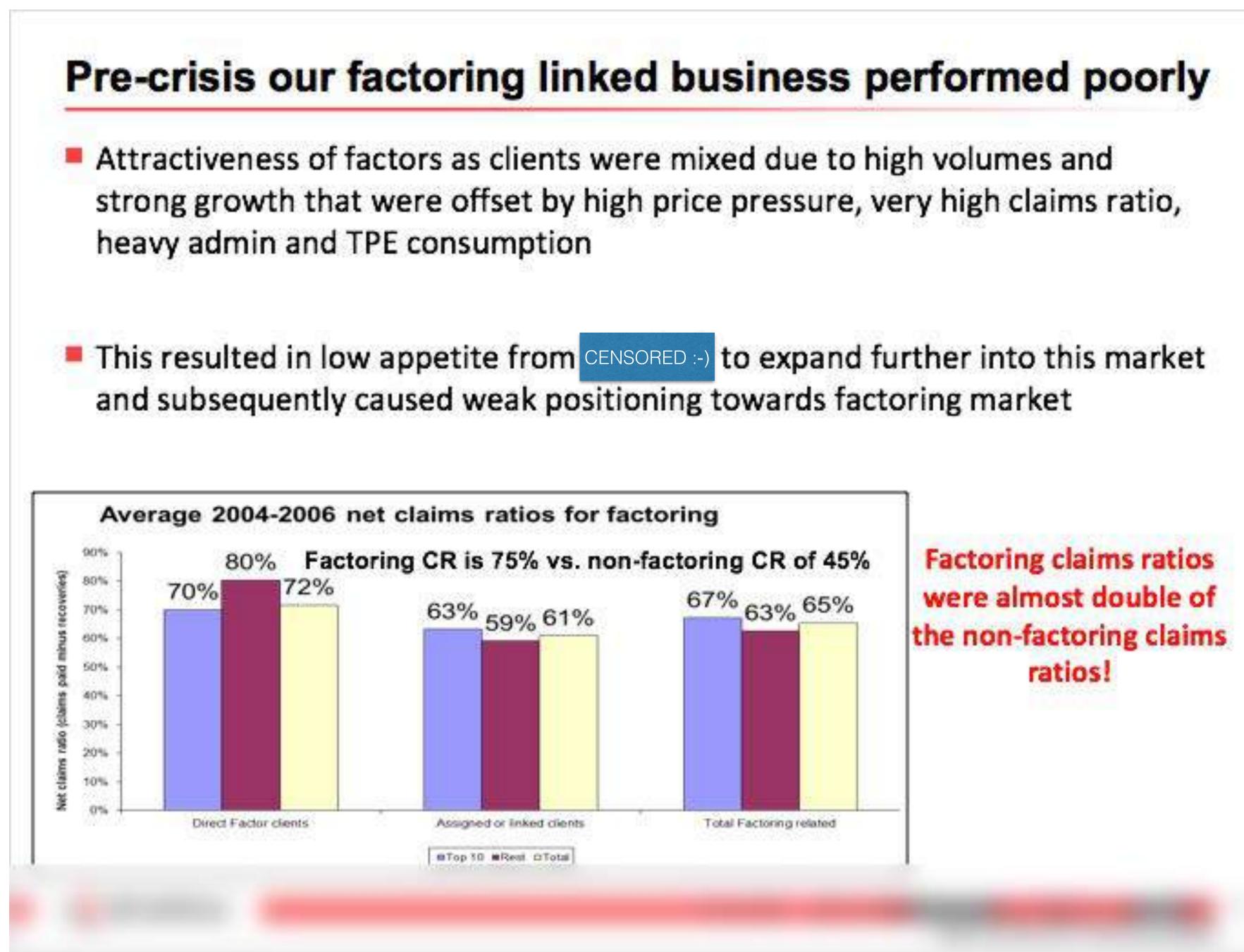
best3minutes.com







Factoring claims ratios were almost double of the non-factoring claims ratios!

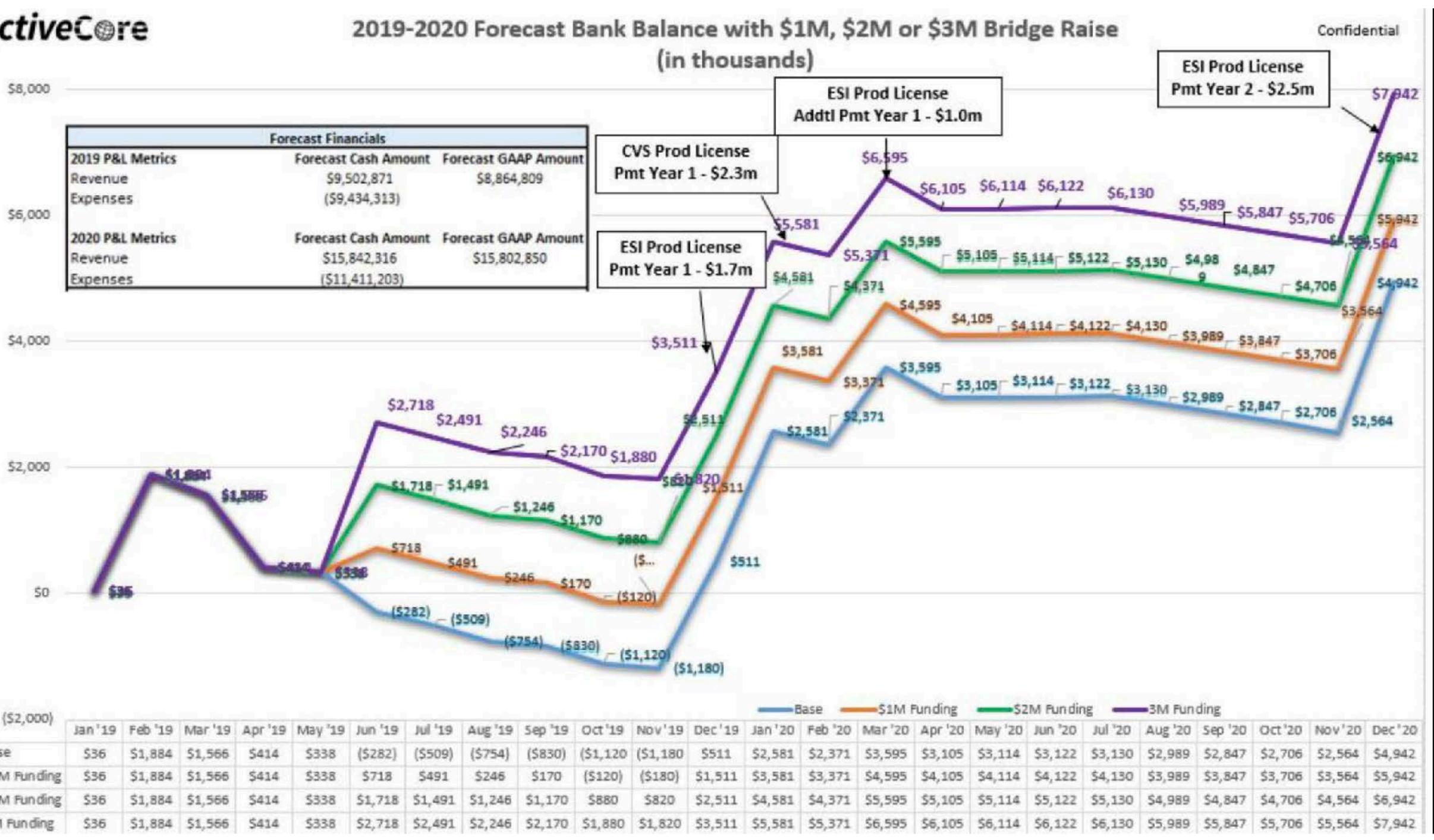


### **Glacial Formation**

- Glaciers are created when layer upon layer of snowfall builds up and becomes compacted into a dense form of ice because of its own weight The weight of the resulting ice eventually becomes so heavy that gravity forces the ice mass downhill very slowly This movement is helped by the fact that ice at the bottom of the glacier is under intense pressure, which in turn creates heat and melts the ice enough to provide a slippery surface against the mountain surface As the ice begins to move down the mountain, more snow continually builds up at the glacier's source, gets converted into ice, and itself flows downward, creating an elongated, disheveled, frozen river Glaciers that travel down valleys between mountains gradually grind away the mountainsides by a continual process of thawing and freezing that fractures rocks, the pieces of which are plucked up and carried away
  - Changing weather patterns and planet temperatures cause the glacier to grow (advance) or shrink (retreat) in cycles throughout the millennia.

### **ReactiveC**ore

Forecast Financials							
2019 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount					
Revenue	\$9,502,871	\$8,864,809					
Expenses	(59,434,313)						
2020 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount	-				
Revenue	\$15,842,316	\$15,802,850					
Expenses	(\$11,411,203)		1				



(\$2,000)											
132,0001	Jan'19	Feb '19	Mar '19	Apr '19	May "19	Jun '19	Jul '19	Aug '19	5ep '19	Oct '19	
Base	\$36	\$1,884	\$1,566	5414	\$338	(\$282)	(\$509)	(\$754)	(\$830)	(\$1,120	
\$1M Funding	\$36	\$1,884	\$1,566	\$414	\$338	\$718	\$491	\$245	\$170	(\$120)	
s2M Funding	\$36	\$1,884	\$1,566	\$414	\$338	\$1,718	\$1,491	\$1,246	\$1,170	\$880	
	\$36	\$1,884	\$1,566	\$414	\$338	\$2,718	\$2,491	\$2,246	\$2,170	\$1,880	















# We cannot listen and read **ATTHE SAME TIME**











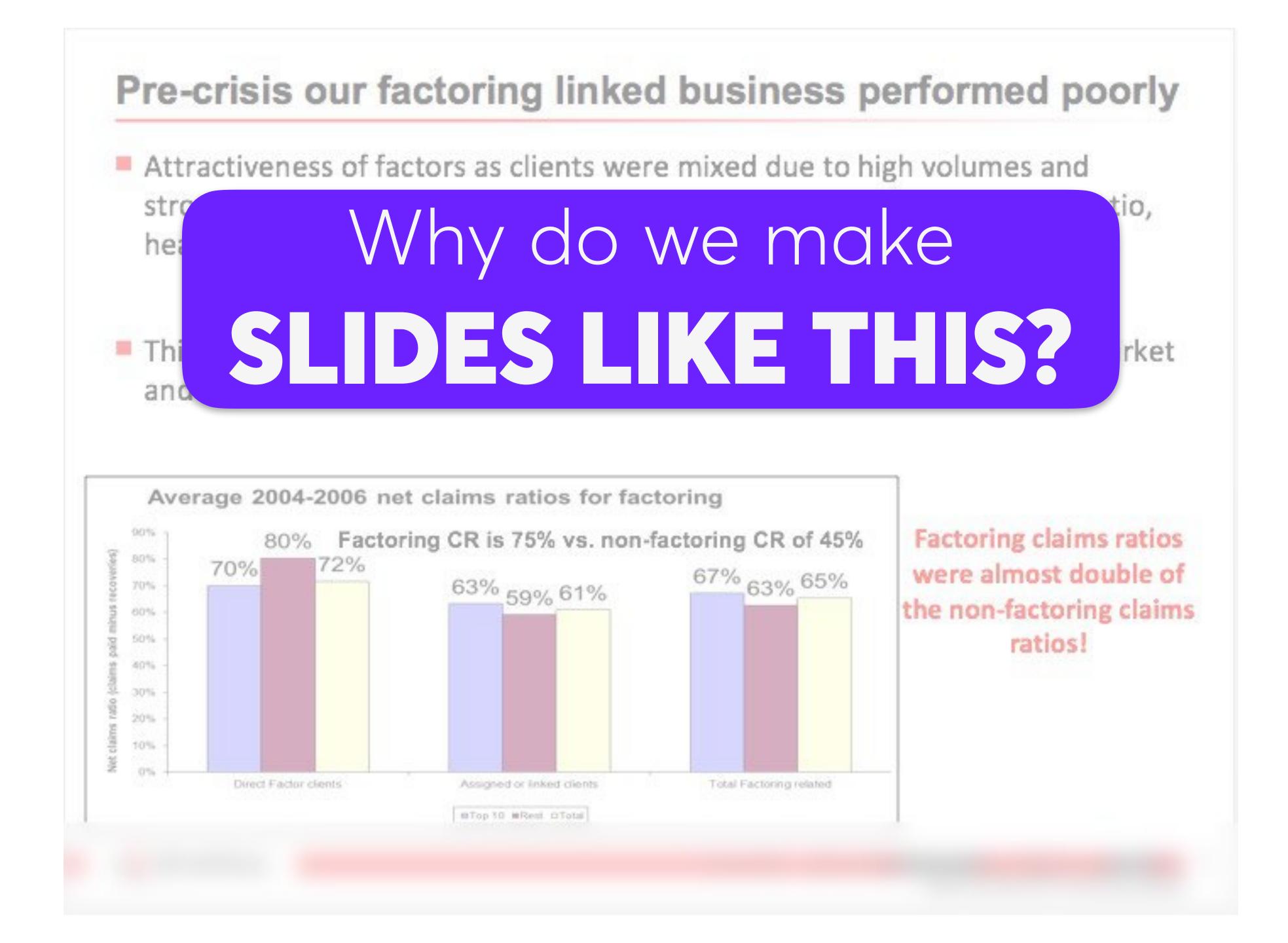


### We can READ FASTER THAN LISTEN

## 

### Words per minute

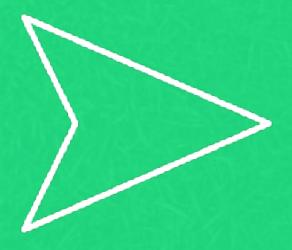




### The two reasons for OVER-DETAILED SLIDES

### Fear forget our story



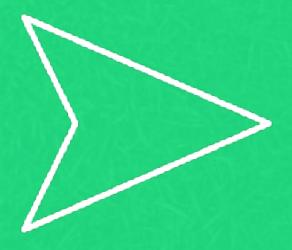


Pressure: send the slides

### The two reasons for OVER-DETAILED SLIDES

### Fear forget our story





Pressure: send the slides

### Reduce the text to LARGE KEY WORDS







### WHAT'S YOUR OBJECTIVE?

What do you want them to do?

Action, not just thinking

best3minutes.com



### Our product

It's faster because it uses a super duper highway which moves particles at 27 mm/second compared to the current process of only 9 mm/second It's lower cost because the super duper highway is made of a highly durable polymer which only needs to be 5 com in diameter compared to 10 cm of conventional tools It's easier to use because we have more than fifty tutorials which walk people step by step through the p[rocess



### Our product helps you save TIME, MONEY & FRUSTRATION

### FASTER



### LOWER COST

### MUCH EASER TO USE





# Use an **IMAGE AND A STATEMENT**

### Make the first word count OPEN POWERFULLY



best3minutes.com



### Finish your presentation LIKE A TRUE PROFESSIONAL

Best 3 Minutes

best3minutes.con









### Use a THREE PART STRUCTURE

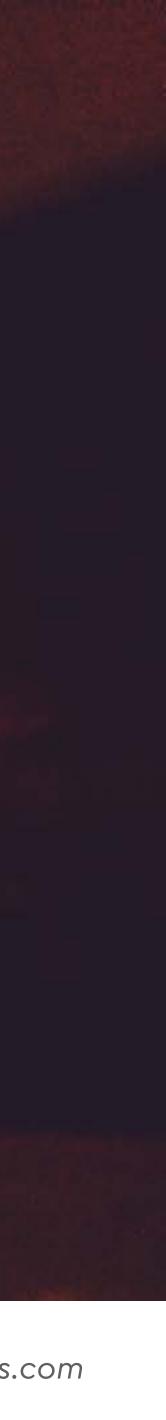








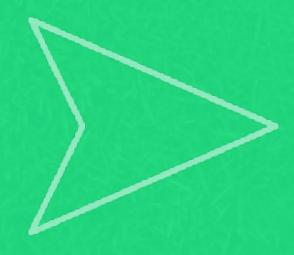
### Make it VISUAL



# The two reasons for OVER-DETAILED SLIDES

# Fear forget our story





Pressure: send the slides

# The two reasons for OVER-DETAILED SLIDES

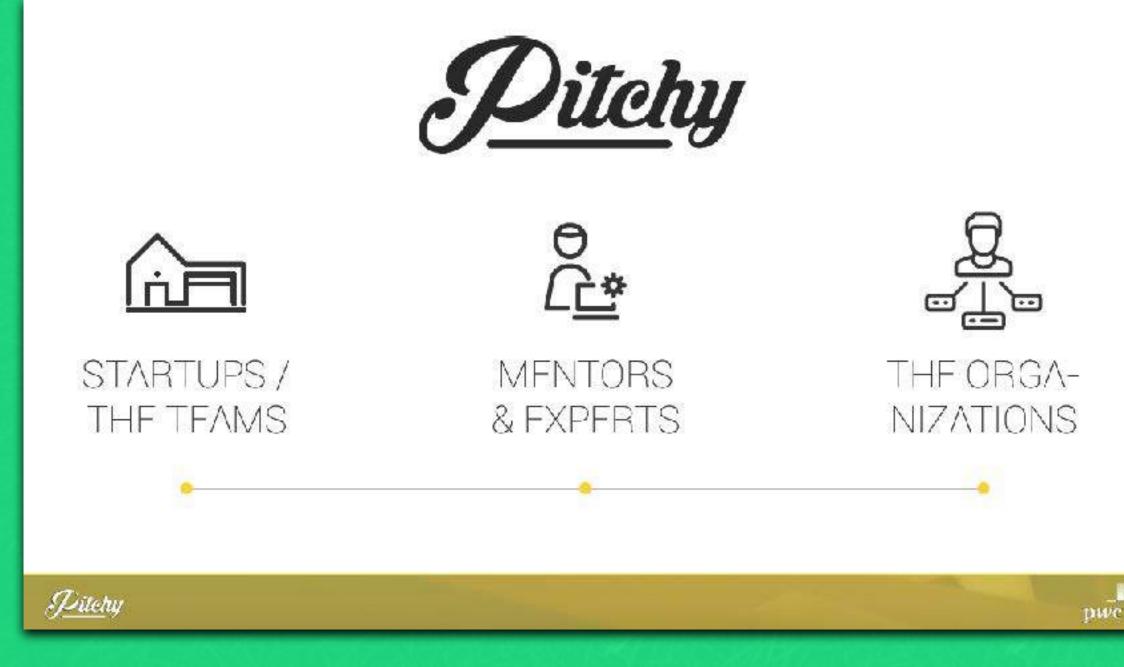


# Fear forget our story





# Create two slide presentations **ONE TO PRESENT: ONE TO SEND**





### **Pitchy Introduction**

"Pitchy Empowers Corporate Innovation Teams and Startups to make Investment and Resource Winning Pitches."

Over the last three years, the team behind Pitchy has coached hundreds of Startups, numerous corporates and thousands of professionals to pitch. Now we're bringing this knowledge online in an easy to use set of online and mobile tools that will save time and raise quality and clarity.

We've identified how to enable Startups to develop their pitch, mentors to collaborate, and Innovation Program organizations to have an overview of all pitches in their program.



### **Pitching Teams**

Pitchy guides them towards the best possible pitch, and gives the possibility to ask advice easily from external people. Slides are generated quickly and efficiently, and a mobile app helps them memorize and practice for success.



Mentors & Experts

Pitchy makes it easy for externals to give input to the Startup, and see the progress of the pitch script, slides and delivery.



### Program Organizations

Pitchy gives instant insight for program managers into the progress of all pitches in the program. Collaboration with the teams becomes seamless.

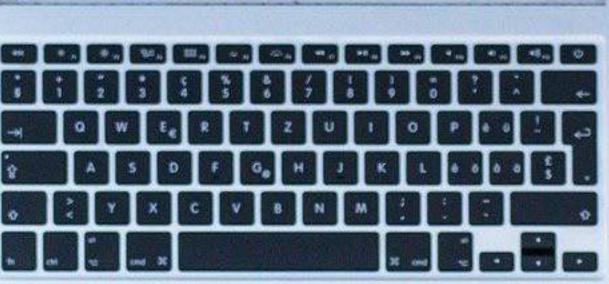
Confidential - Copyright OWOW Projects BV 2016







# "But that's MORE WORK!"





canor



# "Yes, it is. Do you want TO BE UNDERSTOOD?"







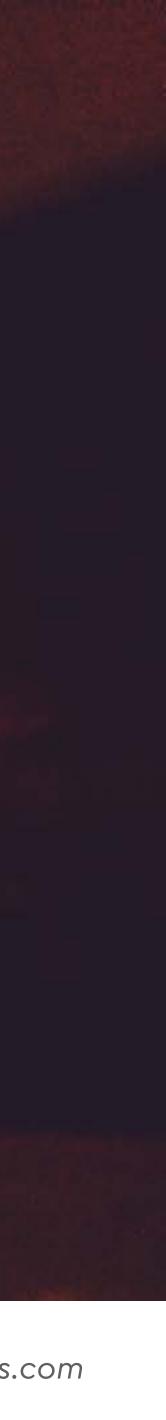








# Make it VISUAL



## MINUTES



Tenn

# ACTION STEP

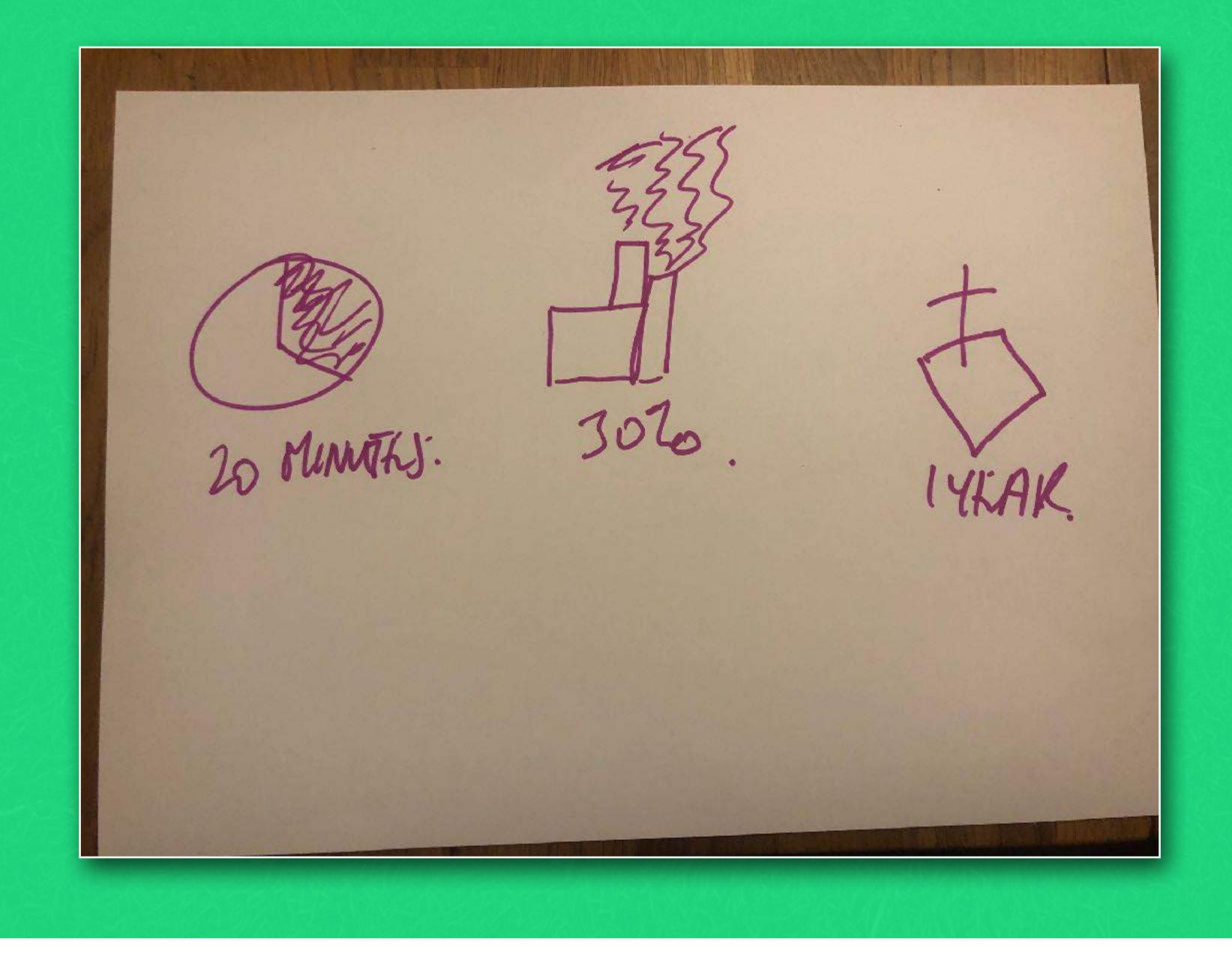
Improve the following slide

## Hand-draw/sketch a new slide on a sheet of A4

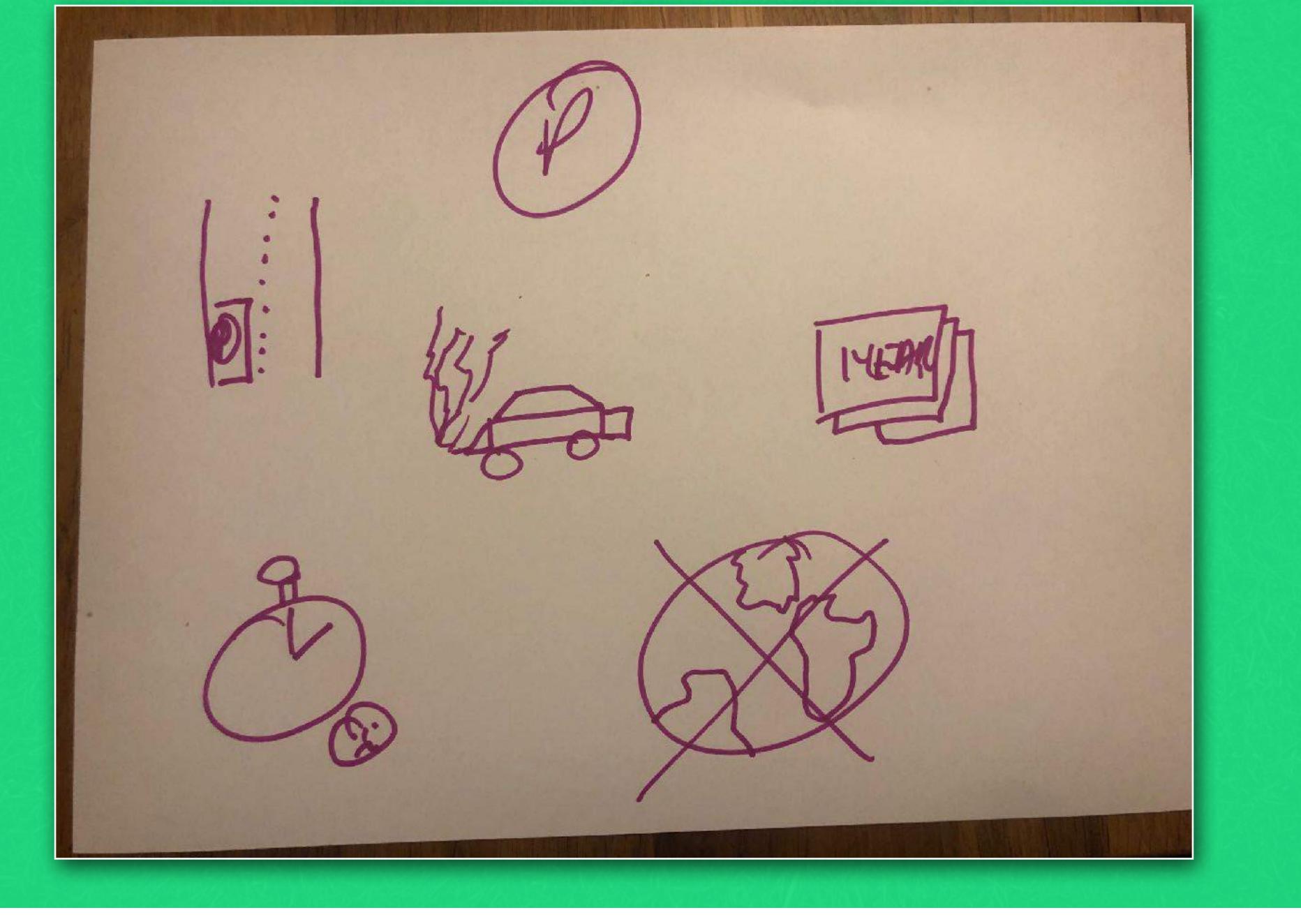


Did you know that... •On average it takes 20 minutes to find a parking space •30% of all exhaust fumes pollution in large cities is caused by people looking for a parking space You will spend one year of your lives looking for a parking space











# The Problem WITH PARKING

## **20 MINUTES**













# Please ask IN THE CHAT or BY VOICE!





# How do you present DATA?

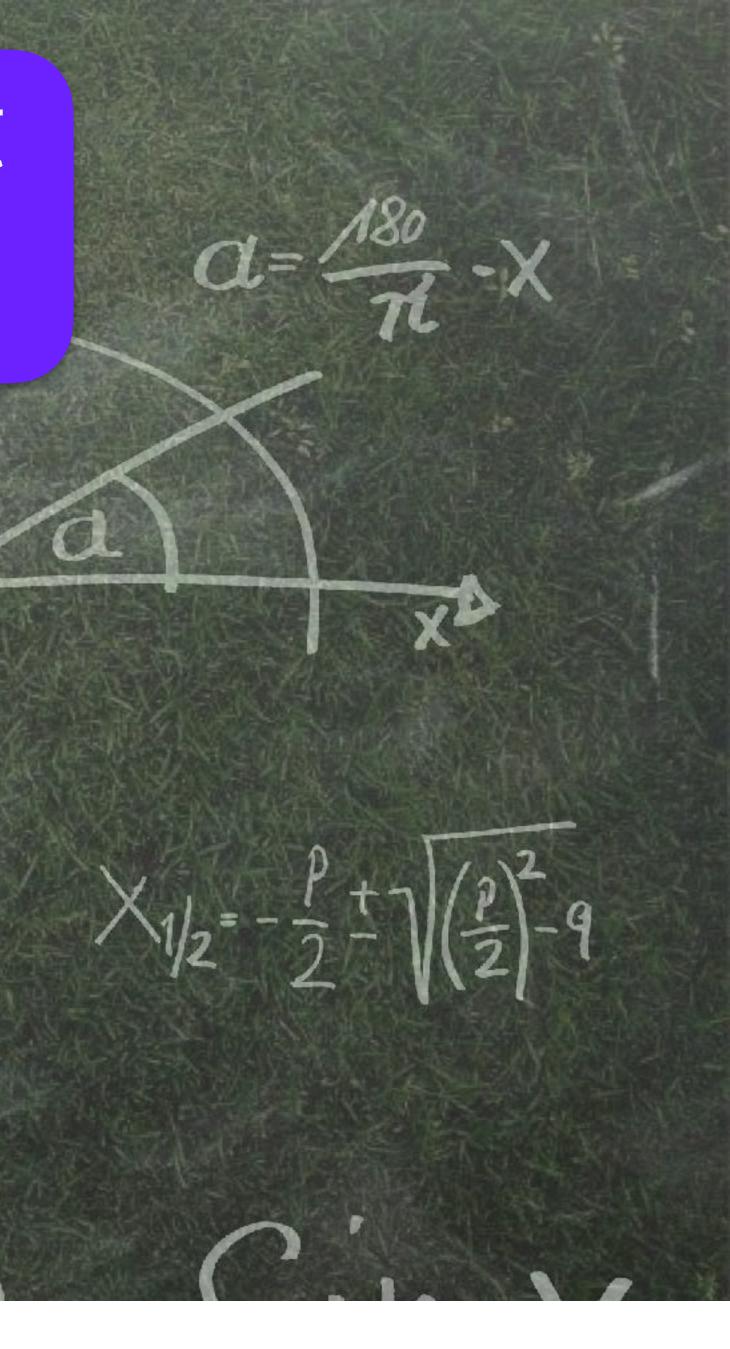
X = 6 - 2y

X+2=b

# $\chi^2$ + $p\chi$ + q=0







# Death by PowerPoint DON MCMILLAN





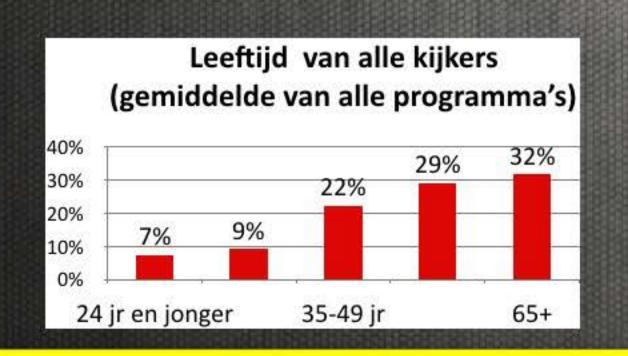
# I recommend no more than **3 DATA POINTS PER SLIDE**



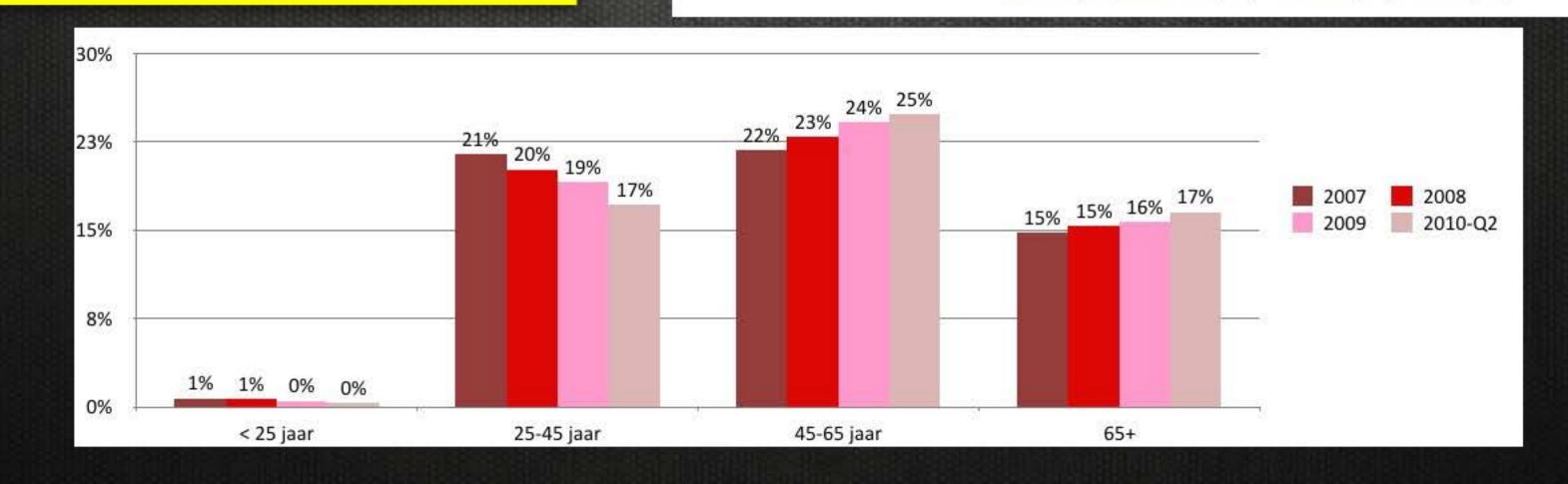


### Who to Target? Finally they must become a member

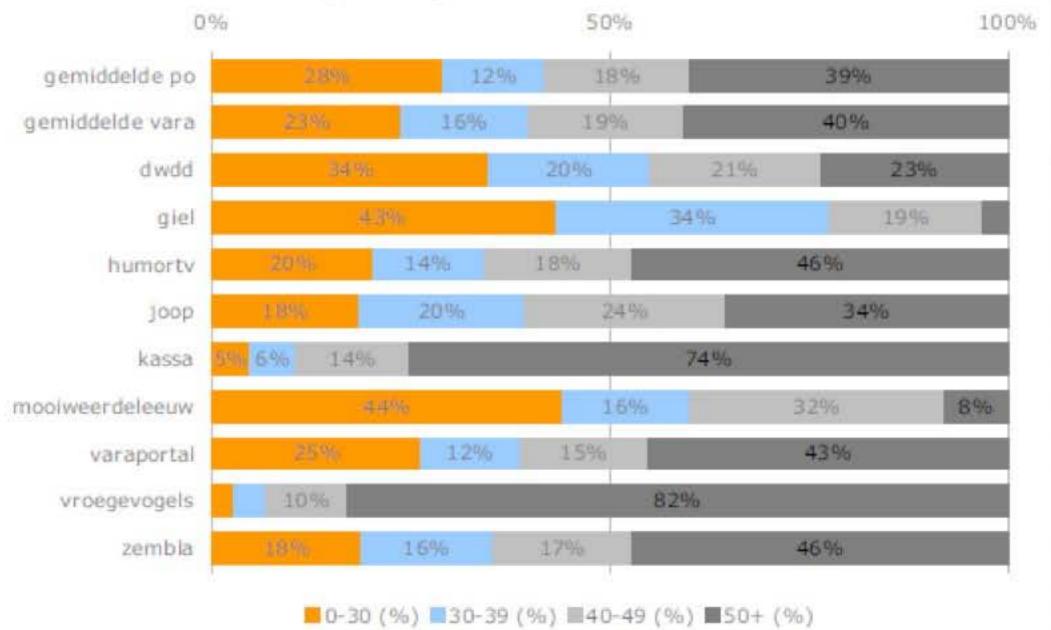
Use the top 3-4 programs, appealing to different audiences, to leverage alliance

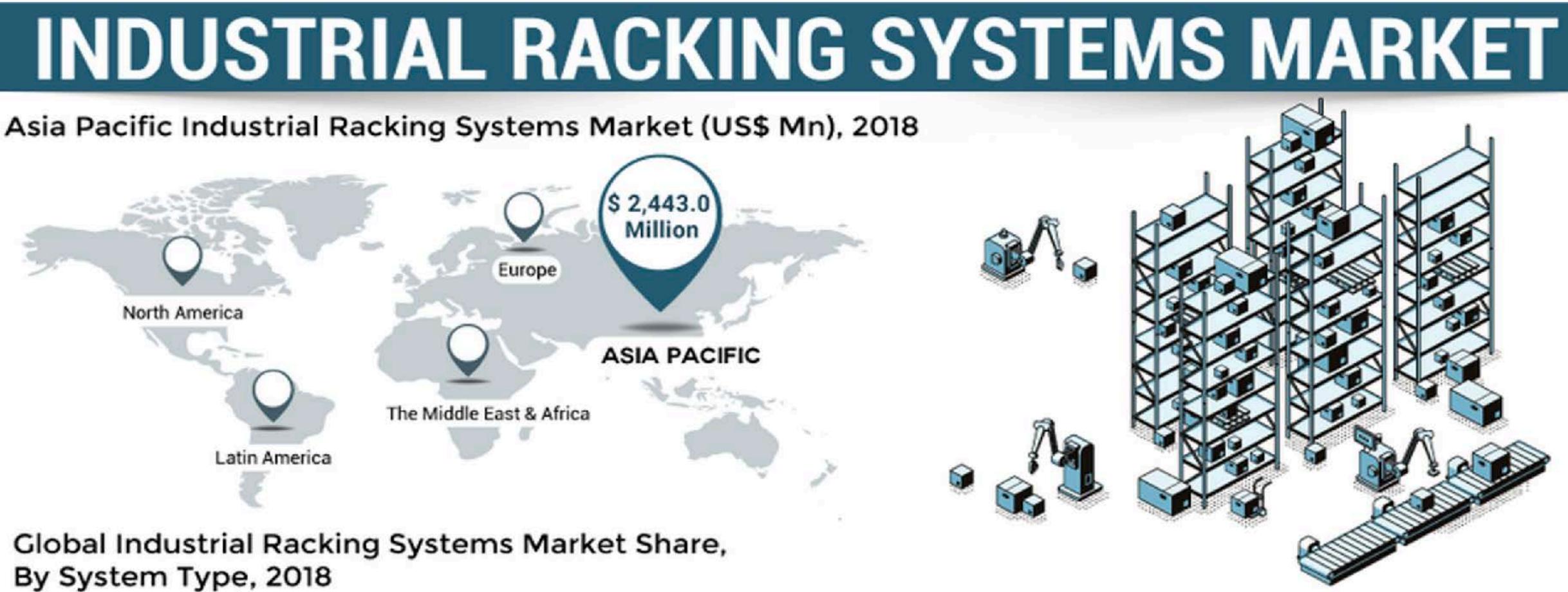


### **Forget Converting the Youth!**



### Publiekssamenstelling: leeftijd







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

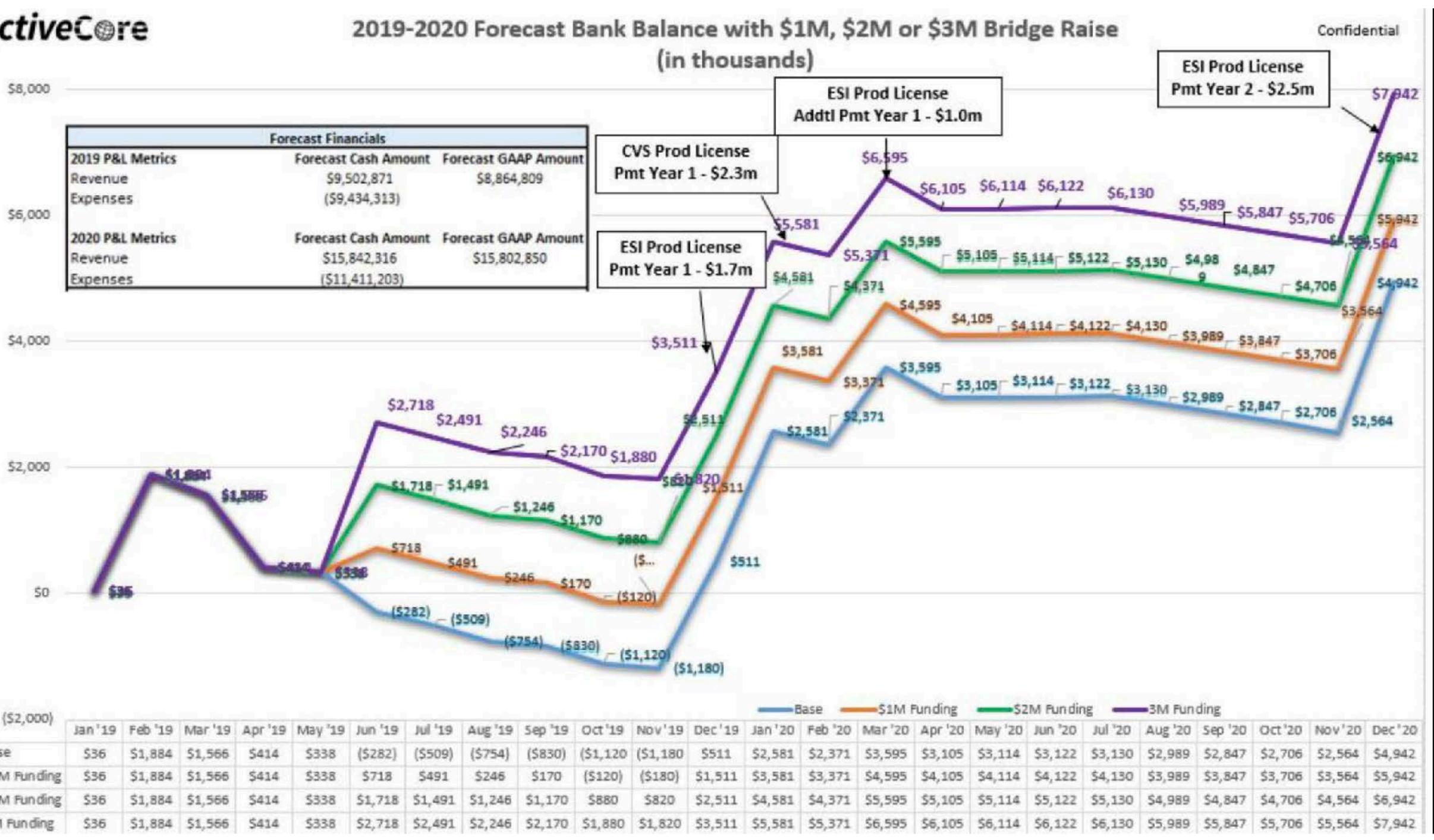
2018 \$ 10,179.2 Mn 2026 \$15,186.1 Mn

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### **ReactiveC**ore

	Forecast Financials		-
2019 P&L Metrics	Forecast Cash Amount	Forecast GAAP Amount	
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# The Problem WITH PARKING

## **20 MINUTES**











# Do we want to show DATA OR CONCLUSIONS?

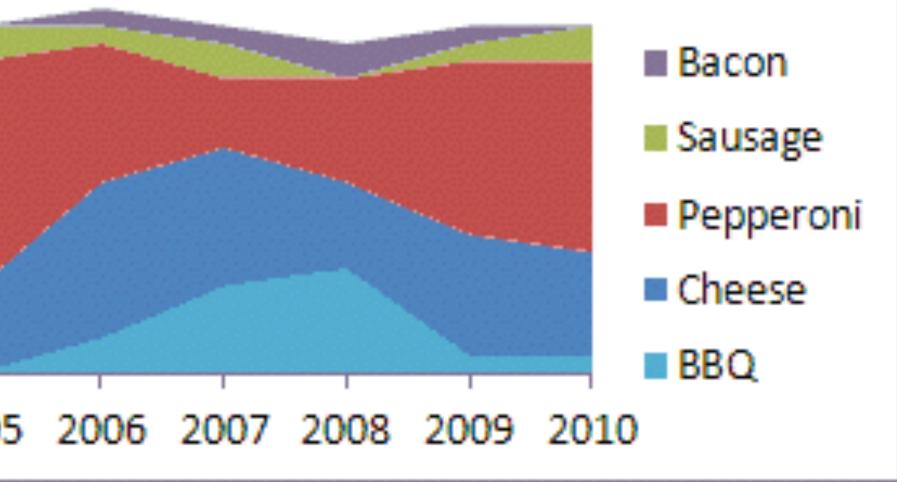




# 

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2	Constanting of the local diversion of the local diversion of the local diversion of the local diversion of the	pping	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
3	Che	ese	6	7	5	8	5	9	8	5	7	6
4	Pep	peroni	11	8	9	12	13	8	4	6	10	11
5	Saus	sage	3	2	2	0	2	1	2	0	1	2
6	Baco	on	2	1	3	0	0	1	1	2	1	0
7	BBQ		0	1	0	1	0	2	5	6	1	1
8												
9		25	-	Fav	orite Top	opings (s	tacked a	rea char	t)			
10												
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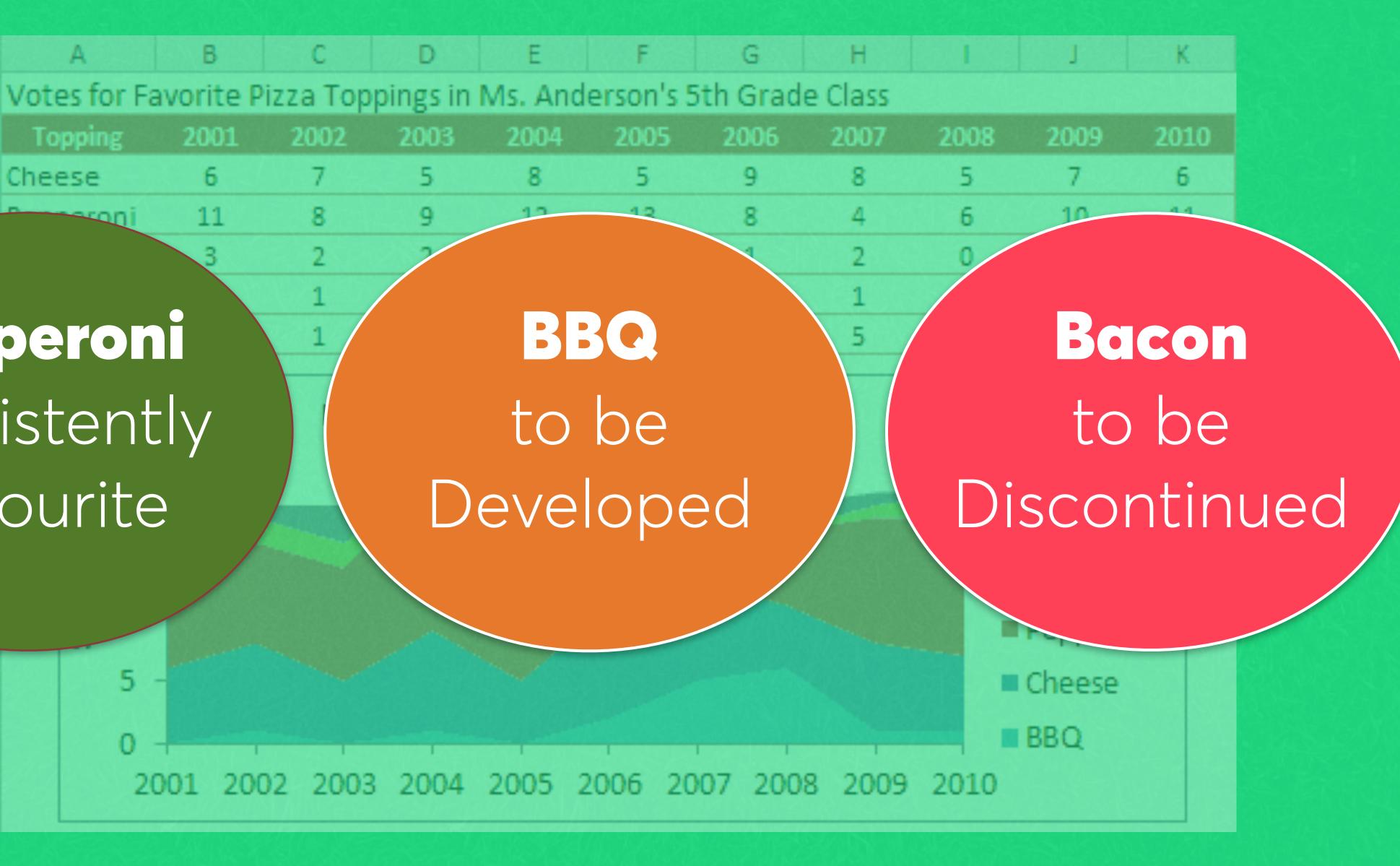




Topping

Cheese









### 400 **ACTIVE WEBSHOPS**



## 100.000 PACKAGES IN TOTAL





### 100.000,-MONTHLY REVENUE



## 6% WEEKLY GROWTH

# What is the MESSAGE?









## 400 ACTIVE WEBSHOPS

## **100.000** PACKAGES IN TOTAL









## 100.000,-MONTHLY REVENUE

## 6% WEEKLY GROWTH



Pitch 2018 | Reaching 10.000 Users



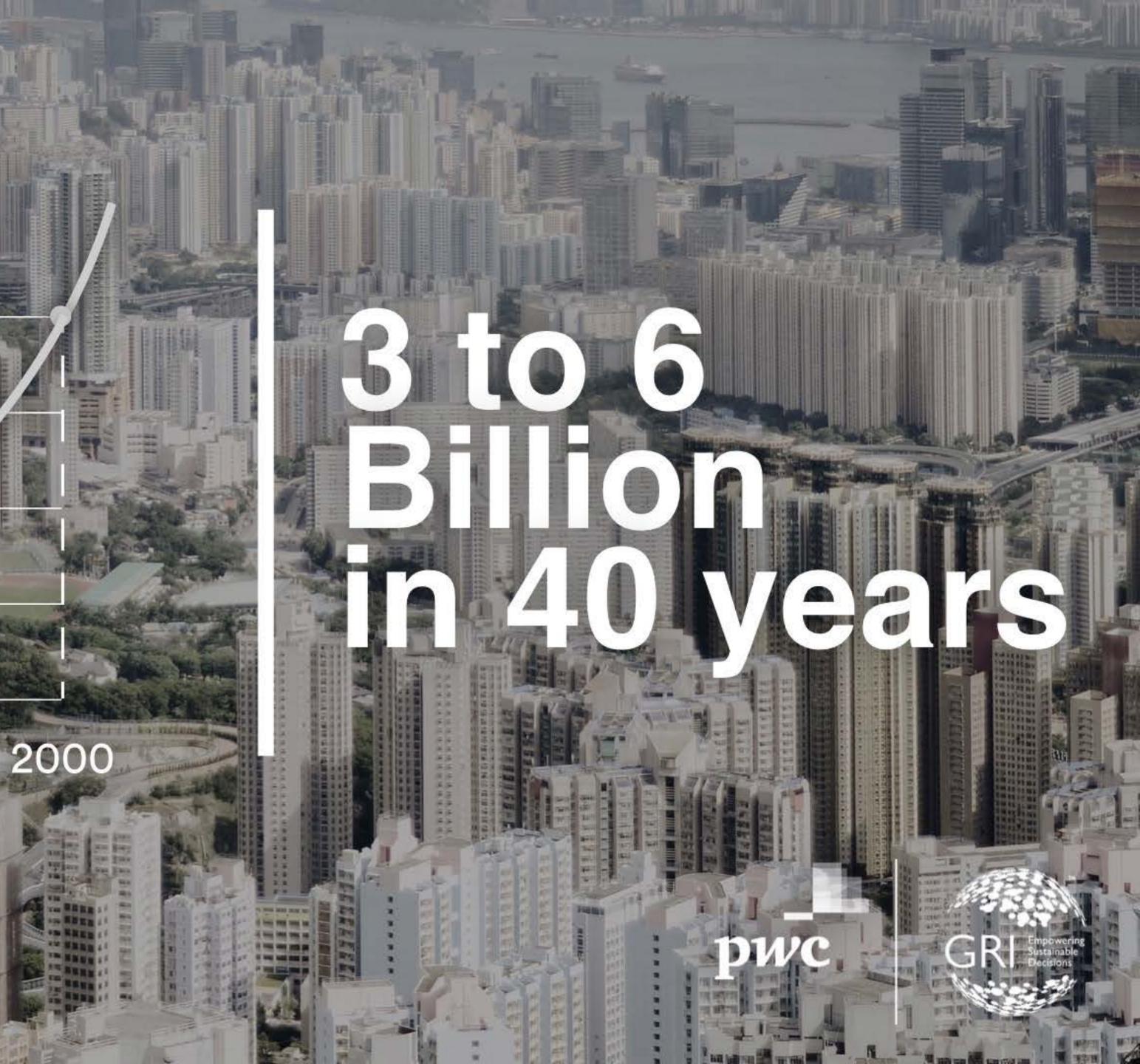
01.03.2018





### Billion

### Agrivision 2017







# ACTION STEP

Spend 3 minutes to review your presentation

Do you have any data that could be **simplified**?

Could you focus on conclusions, not the data?

No need to change it now: just note down the slide numbers to review later







# ACTION STEP

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Do you have any data that could be simplified?

Could you focus on conclusions, not the data?

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# Please ask IN THE CHAT or BY VOICE!





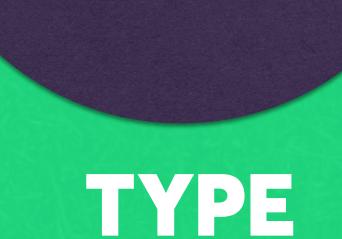
# Tools to help KEEPIT VISUAL



## **IMAGES**







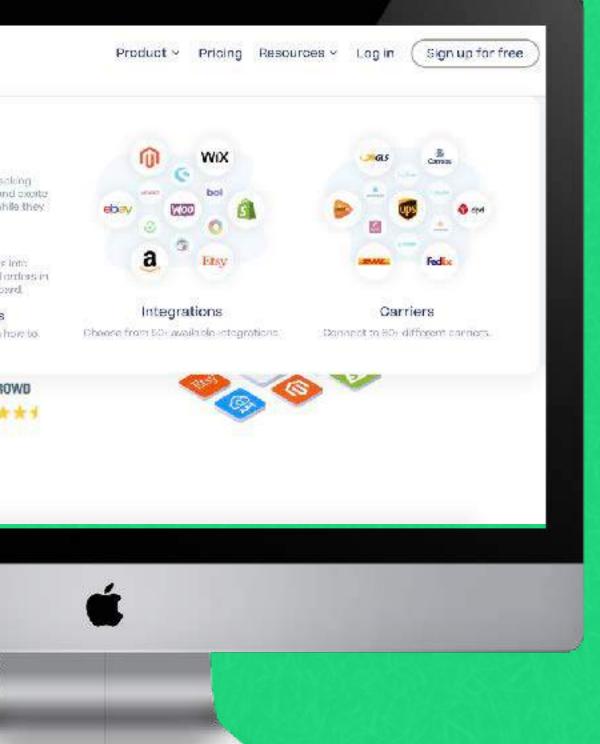


# Icons are EVERYWHERE

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1	le verbruik hekijken	>
¢	Inzicht in je dataverbruik	>
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Featur	·es		
Ð	Shipping Create a customised, sociable and flawless shipping workflow.	B	Tracking Brand the tra experience an oustomers viewain
G	Returns Make returning hassle free with an easily mestor solble printal	ris yo	nalytics at more losights ar roturns and re clear dashbo
	Checkout Effer outcomers that best de ivery options at checkout	)	How it works An overview on get started
shopify		📩 Trustpilo	G CR
****	* ****	****	***
OUR OUSTOMERS	🔫 US. READ THE R 42000 RE	VIEWS.	
_			











### Obsolete and outdated order placement workflow;

- creating RFPs;
- No price transparency;

## Buyers waste months doing offline meetings, calls, emails and

## Millennials want a change in the B2B buying habits. Their digital behaviour is paramount in selling everything today.



## 2. Problem



### **Communication** taking

many hours time

Buyer communication with Suppliers and designers has not not changed in the last 30 years; email, telephone face to face meetings



### Most SMB clients have no experience in creating RFPs



Price Quotations can vary up 40% with the same functionality







The format of the quotation can be anything between one and twenty pages

Need to negotiate with limited knowledge, get finance, and manage the suppliers

20%

### Costs for the project are never optimized

Often causing over 20% unnecessary expense, and hundreds of wasted hours









## **Communication** taking

many hours time

Most SMB clients have no experience in creating RFPs





Price Quotations can vary up to **40%** with the **same functionality** 









### The format of quotations between one and twenty pages

suppliers

**Need to negotiate with** limited knowledge, get finance, and manage the





### **Costs for the project are** never optimized, often

causing over 20% unnecessary expense.

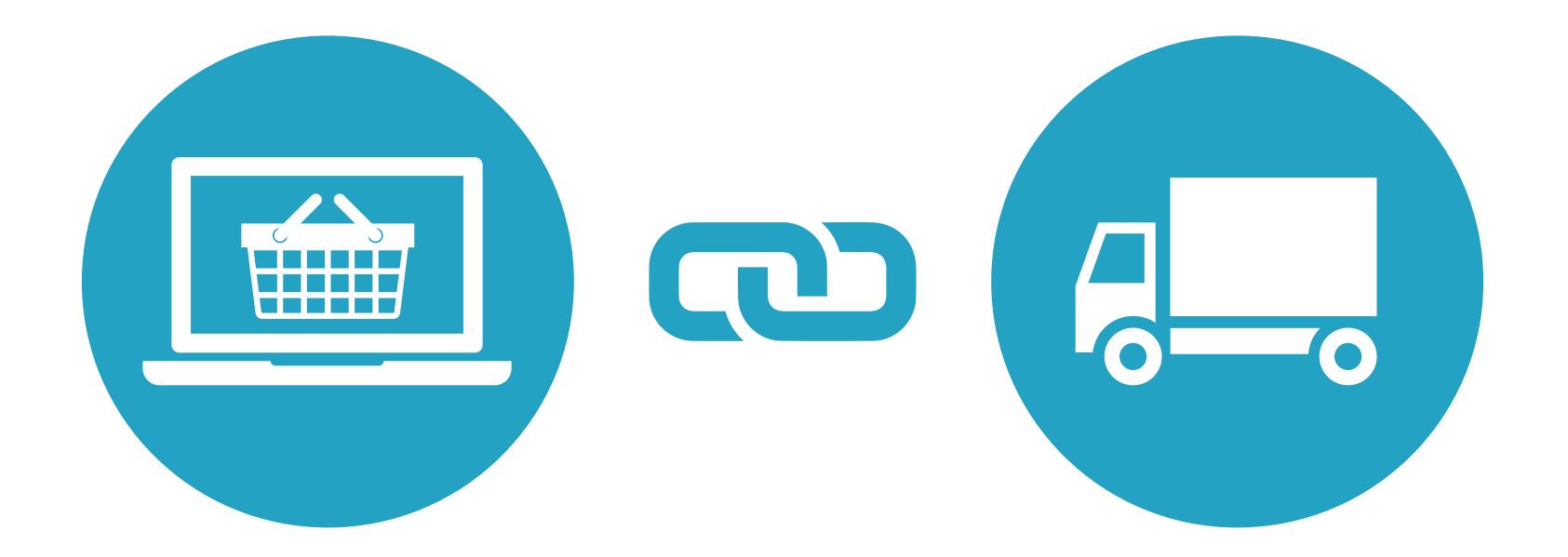




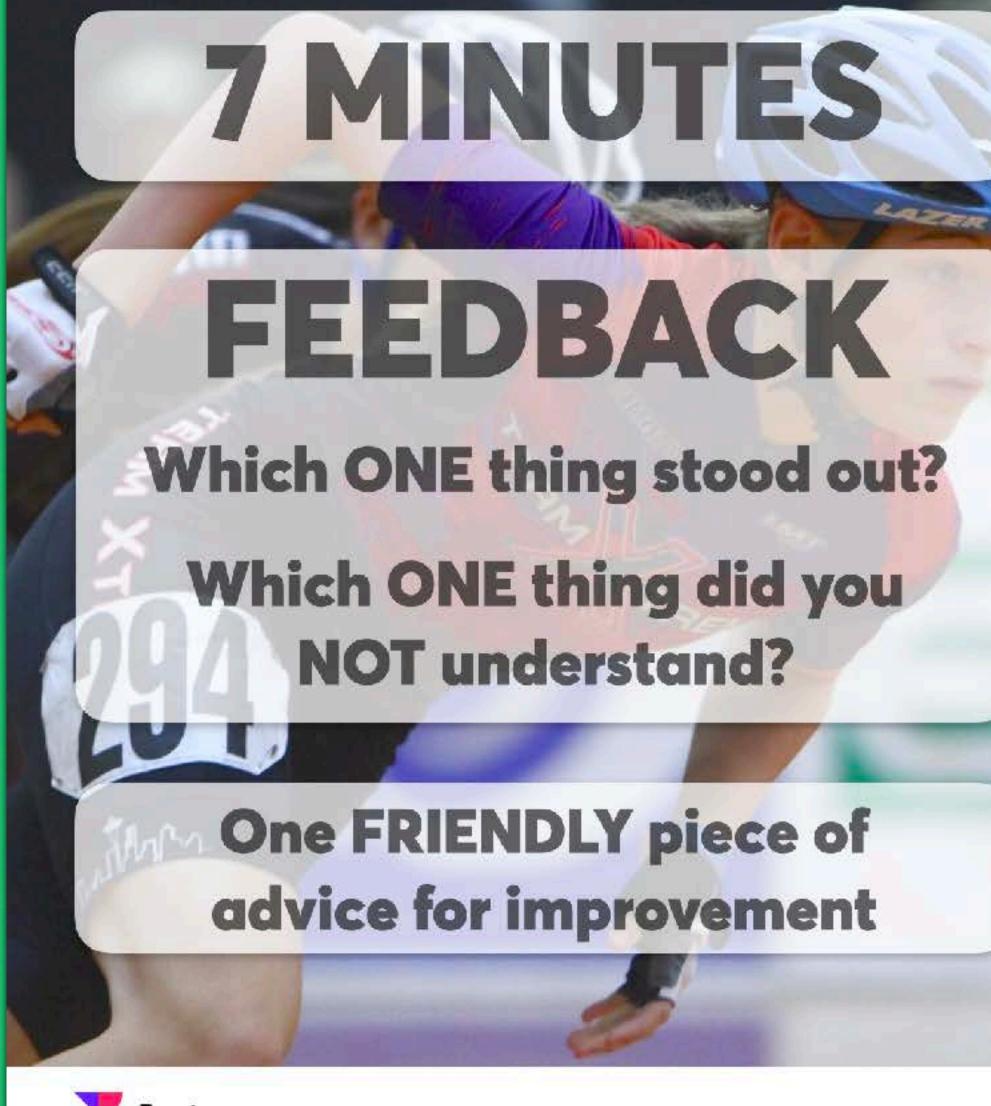
### At Sendcloud, we are connecting webshops with shipping carriers















### ACTION STEP

### Test your opening 5 sentences out loud on someone else

### MINUTES

### FEEDBACK

Which ONE thing stood out as memorable?



21

Which ONE thing did you NOT understand?

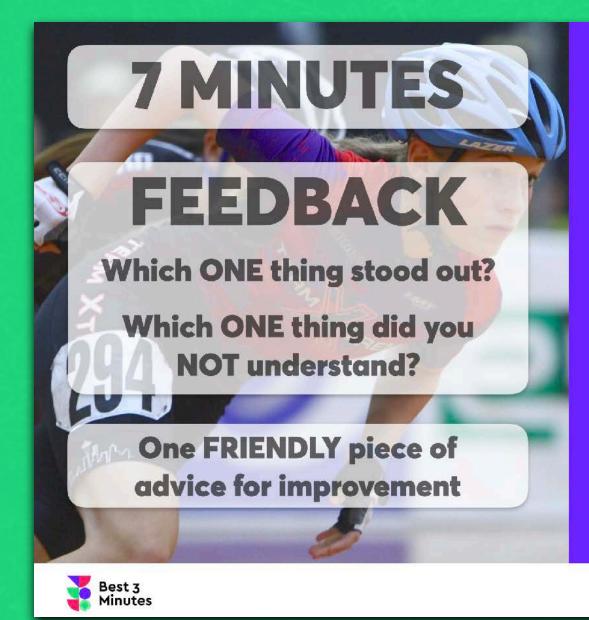
### **One FRIENDLY piece of advice for improvement**



### ACTION STEP

### Test your opening 5 sentences out loud on someone else

### Icons make it all EASIER ON THE EYE & BRAIN

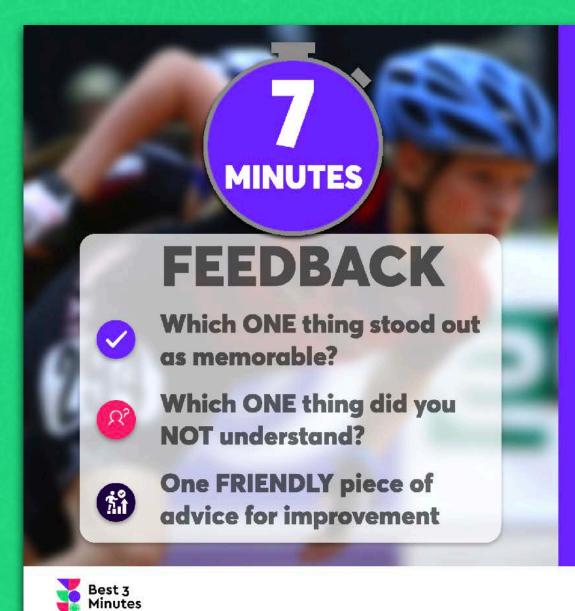


### **ACTION STEP**

Test your opening 5 sentences out loud on someone else

best3minutes.com





### **ACTION STEP**

Test your opening 5 sentences out loud on someone else

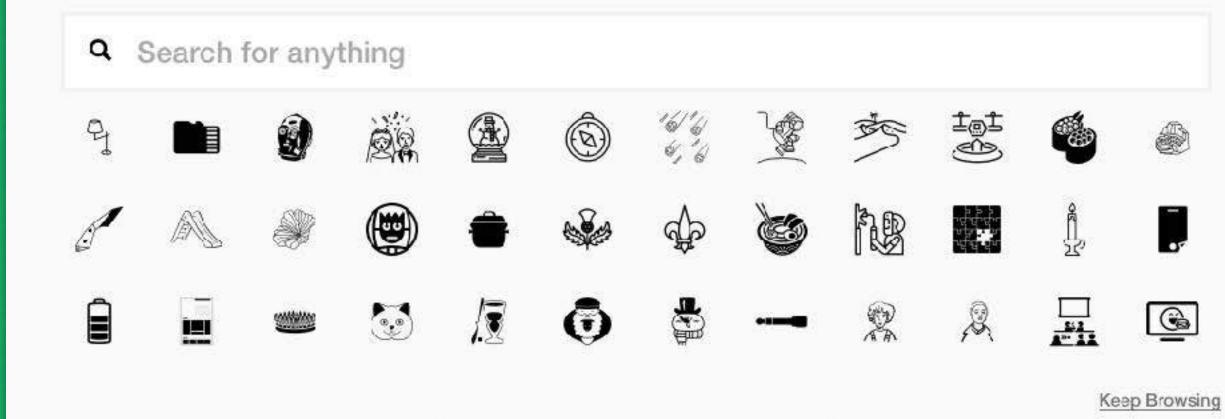
best3minutes.com



### Our recommendation thenounproject.com

### **Icons for everything**

Over a million curatec icons, created by a global community







### NounPro



or \$9.99 per month

### Sign up







### ACTION STEP

Spend 3 minutes to review your presentation

### What text could be replaced with icons?







### ACTION STEP

Spend 3 minutes to review your presentation

### What text could be replaced with icons?





### Please ask IN THE CHAT or BY VOICE!





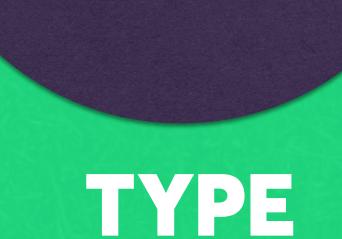
### Tools to help KEEPIT VISUAL



### **IMAGES**



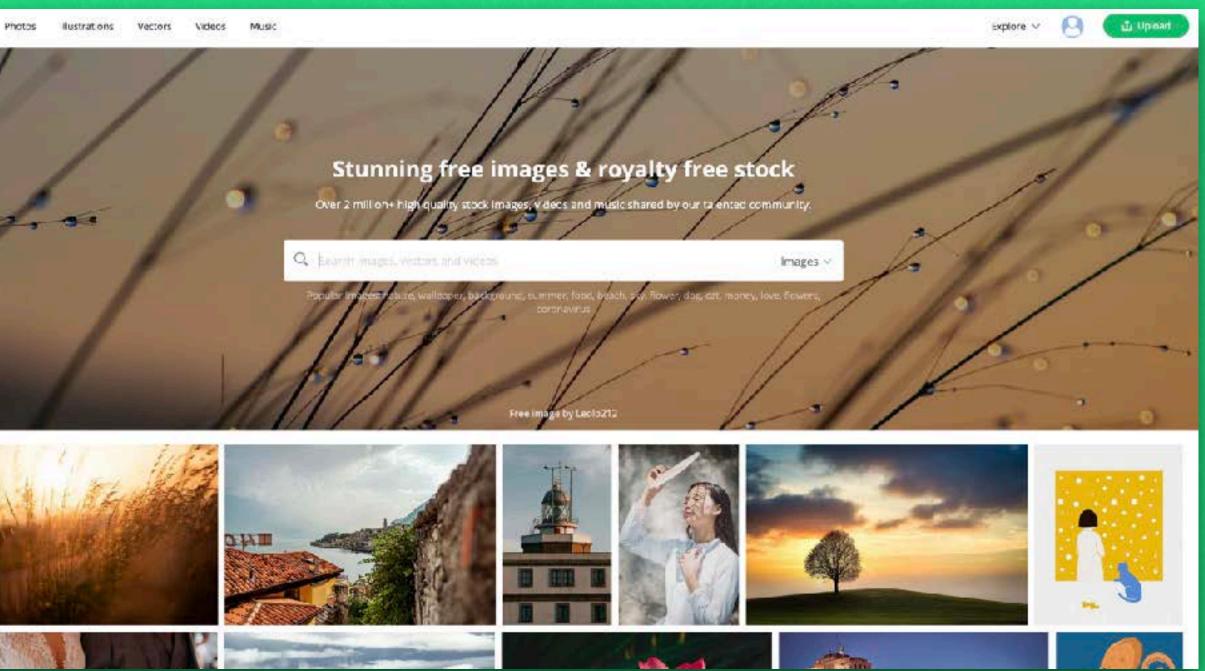






### Free Image Resources PIXABAY COM

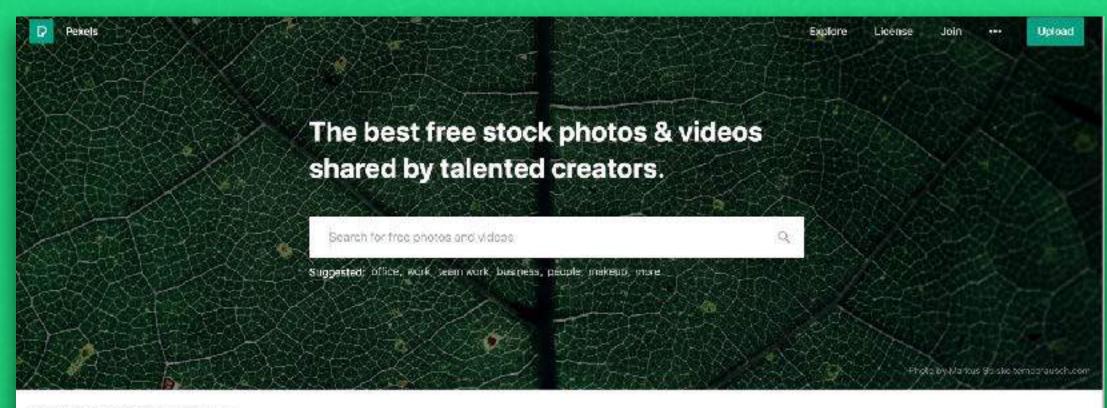
px



### **Creative Commons - Commercial Use**



### Free Image Resources PEXELS, GRATISOGRAPHY



Free Stock Photos Trending | New



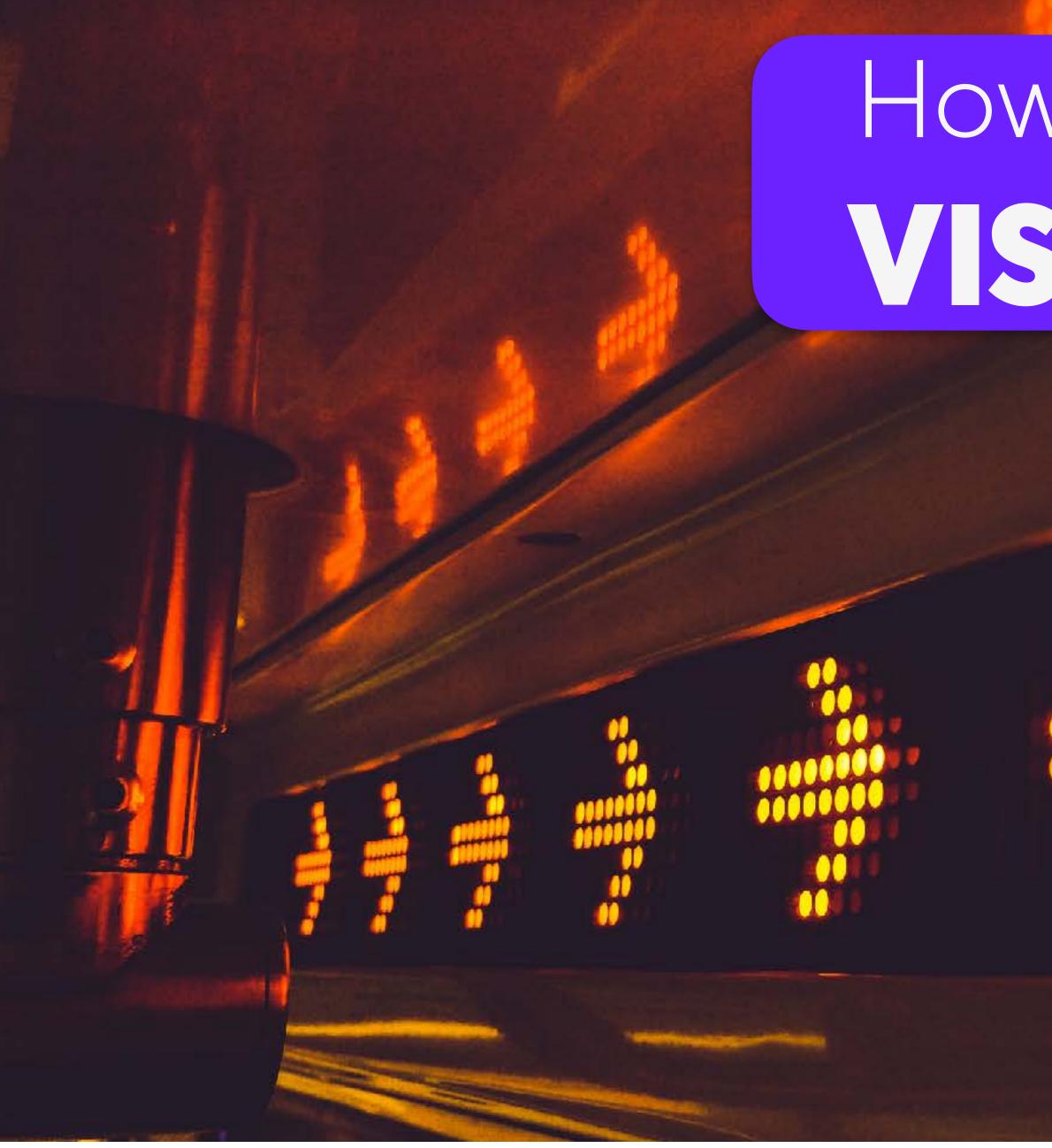


Create your beautiful controlic website with Squarespace. Start your free trial, add via Carbon

### **Creative Commons - Commercial Use**









### How to use **VISUALS**







### Image and STATEMENT

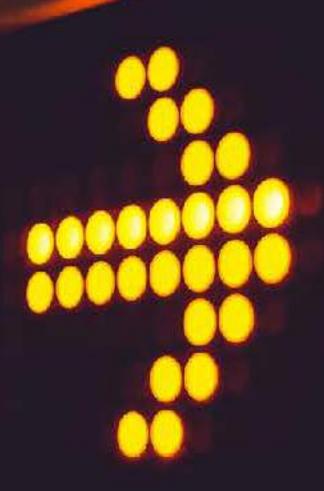






### Why do we need **GREAT PITCHES?**







Or make it a half image/ half text slide



### An Image and 3 Main Points

Created in 1930's Times have changed Car & Public Transport both needed

Bring the system into the current millennium



### Drop shadows and **CURVED CORNERS**







### Make sure the image is **High** Resolution



Larketing

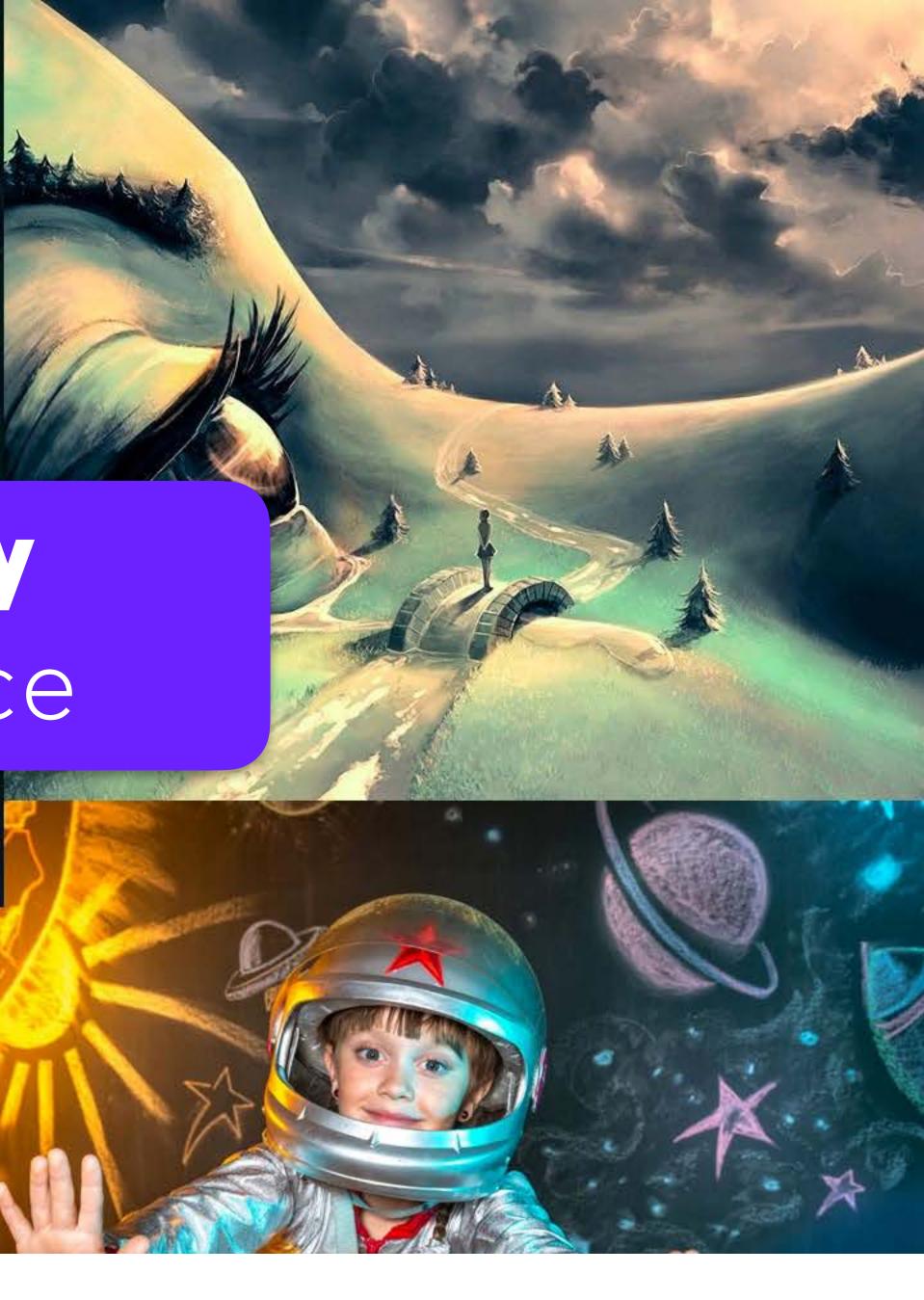




### Not **too many** images at once











### iStock by Getty Images"

### Look out for the Watermark!









TO

by Getty Imerers

best3minutes.com

by Getty Images





### Don't STRETCH THE IMAGE

and the second s







### ACTION STEP

Spend 3 minutes to review your presentation

What text could be replaced with images?

No need to change it now: just note down the slide numbers to review later













### ACTION STEP

Spend 5 minutes to review your presentation

What text could be replaced with **images**?

No need to change it now: just note down 3-5 slide numbers to review later









### Please ask IN THE CHAT or BY VOICE!





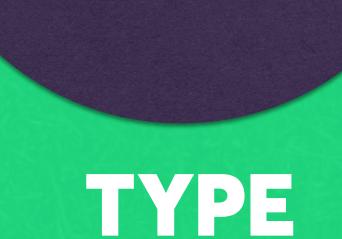
### Tools to help KEEPIT VISUAL



### **IMAGES**









### Use Bold and Thin TO CREATE FOCUS

### We can READ FASTER THAN LISTEN











best3minutes.com

# Contraction of the second seco



## **GROMATION**





7.3 lives per 1000. This gives the average annual number of deaths during a year per 1,000 population at midyear; also known as crude death rate.





### **Lives /1000**



### Going to THE NEXTLEVEL





### Remove all BULLET POINTS





### Tools to help keep it visual

- Use images to express make associations with with words
   Use icons to highlight I
- Use bold and size of tex words and messages



Use images to express big ideas, because people make associations with pictures much faster than

Use icons to highlight key points and abstract ideas Use bold and size of text to emphasise the key

### Tools to help KEEP IT VISUAL

Images: Express big ideas
Icons: Clarify abstract concepts
Text: Consistency and Focus



## Tools to help KEEPIT VISUAL

Images: Express big ideas Icons: Clarify abstract concepts Text: Consistency and Focus



## Tools to help KEEPITVISUAL

## Images: Express big ideas

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#### **Text: Consistency and Focus**



## Tools to help KEEP TVSUAL

#### Images: Express big ideas

#### **Text: Consistency and Focus**



**Icons: Clarify abstract concepts** 

## Tools to help KEEP IT VISUAL

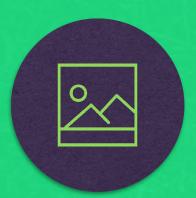
#### Images: Express big ideas

#### **Icons: Clarify abstract concepts**

#### **Text: Consistency and Focus**



## Tools to help KEEP T VISUAL



### Icons: Clarify abstract concepts

### **T** Text: Consistency and Focus



#### Mages: Express big ideas

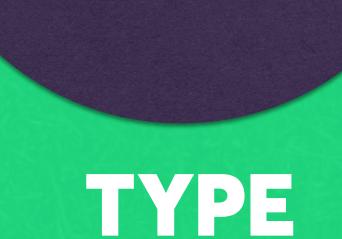
## Tools to help KEEPIT VISUAL



#### **IMAGES**







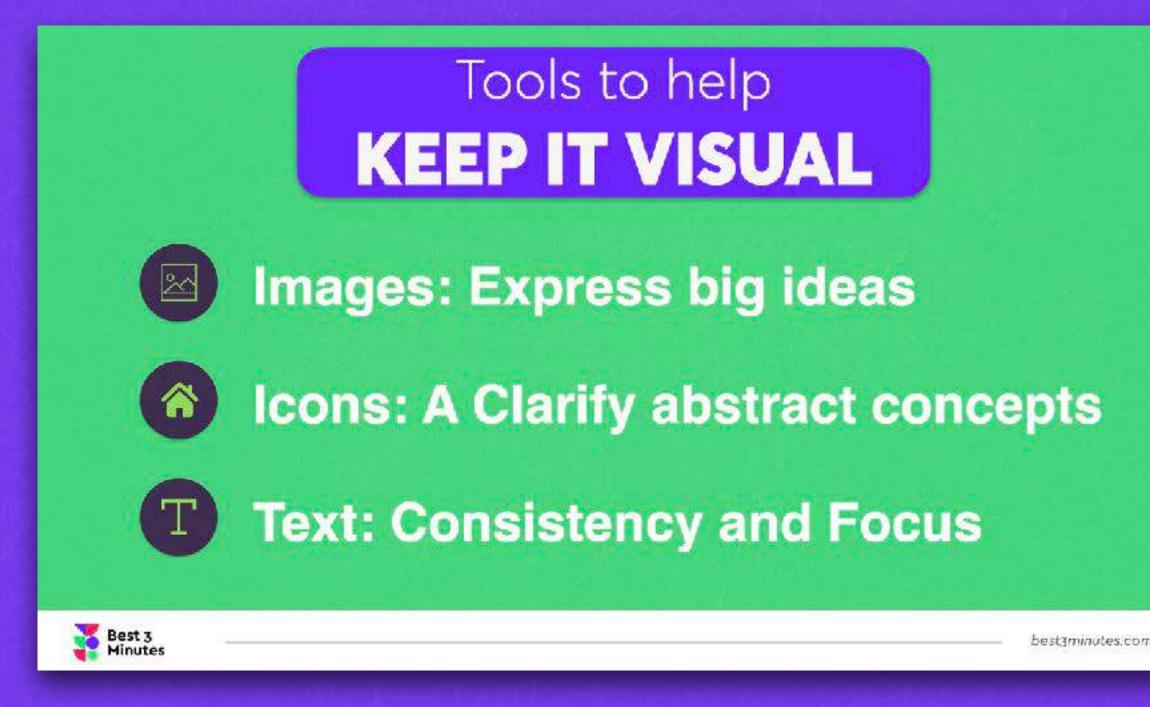


#### Tools to help keep it visual

- Use images to express big ideas, because people make associations with pictures much faster than with words
- Use icons to highlight key points and abstract ideas
- Use bold and size of text to emphasise the key words and messages









#### Time for change to the transport system that has been so poor for so many years for so many people

- Our city's public transport system was created in the 1930's, when labour was cheap and demand was different to present day
- Times have changed and the way people travel to work and for leisure has changed too
- The car has become universal, so many like to drive but the number of people has exploded, so although people are more independently mobile, public transport is a very necessary medium to get from A to B
- We need to bring the city's public transport system into the current century, and drag it from its poor origins and into a modern, thriving tool for the citizens of this city.





Created in 1930's **Times have changed** Car & Public Transport both needed

Bring the system into the current millennium

211231777777777777777777777



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### ACTION STEP

Spend 3 minutes to review your presentation

Are there any bullet points that need to be taken out?







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Spend 3 minutes to review your presentation

Are there any bullet points that need to be taken out?





### Please ask IN THE CHAT or BY VOICE!





## Should you use ANMATION?







# Should you use ANIMATION?







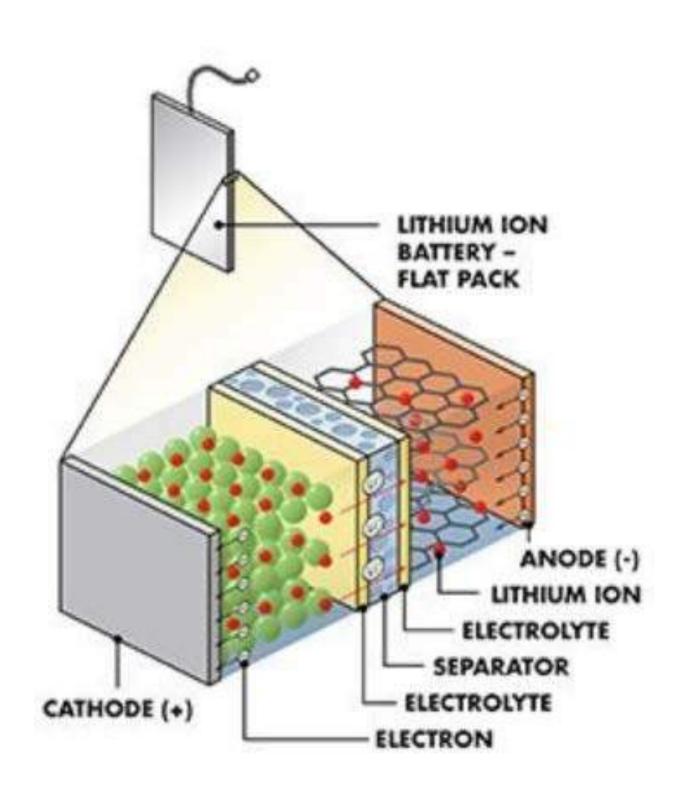


## The basic principle OFANIMATION

# Ensure they LOOK at WHAT you are talking about WHEN you are talking about it



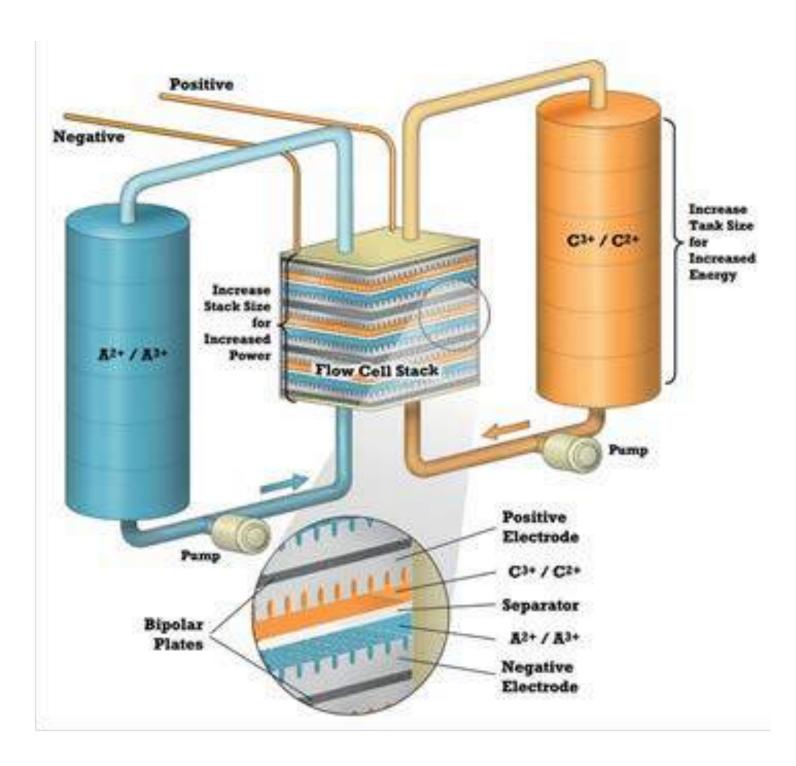
- Energy Increasing the amount of energy stored is just a larger tank
- Cycle life deep discharge cycles, using the full capacity of the battery without damaging the system



• Lifetime - 10-20 year lifetime

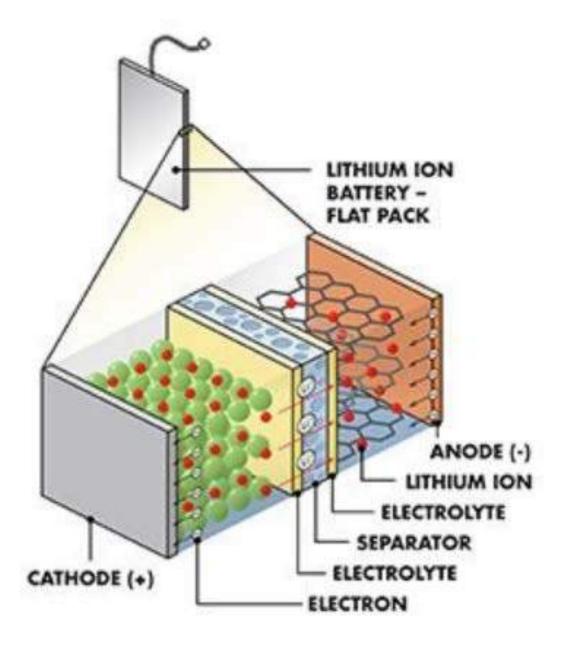
#### Li ion

#### Flow

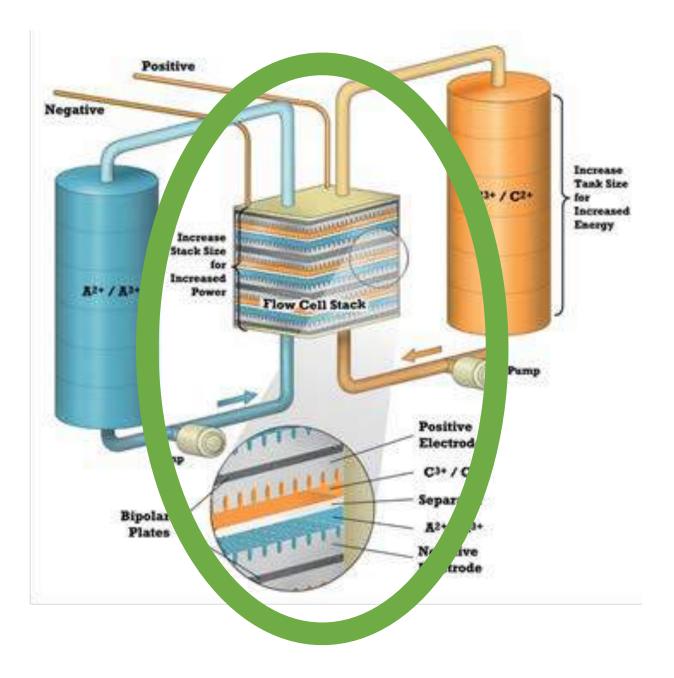


# Flow Batteries have a **separate electrolyte** unit

Li ion



#### Flow



# Major Benefits of **FLOW BATTERIES vs LI ION**

#### Increases Energy Stored

#### Longer Cycle Life

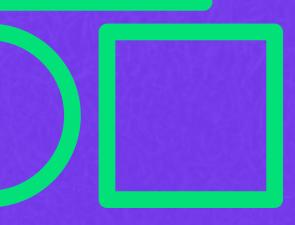


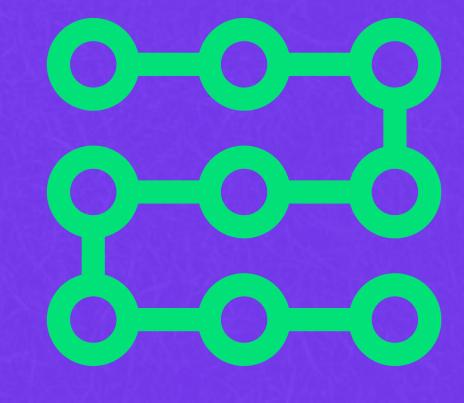


#### CONSIDERED



### Presentation ANMATION















## Keep things ALGNED

## Break your product down into THREE BIG QUALITIES

LOWER

COST

#### FASTER



#### MUCH EASIER TOUSE



# Break your product down into **THREE BIG QUALITIES**

#### FASTER



#### LOWER COST

#### MUCH EASIER TO USE



### Break your product down into **THREE BIG QUALITIES**



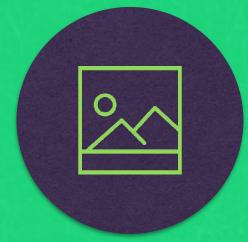


### Break your product down into **THREE BIG QUALITIES**





## Tools to help KEEPIT VISUAL











# Images: Express big ideas **Icons:Clarify abstract concepts Text: Consistency and Focus**

### Tools to help KEEP T VISUAL



### Images: Express big ideas



### Icons: A Clarify abstract concepts

### **T** Text: Consistency and Focus



#### Tools to help KEEP IT VISUAL



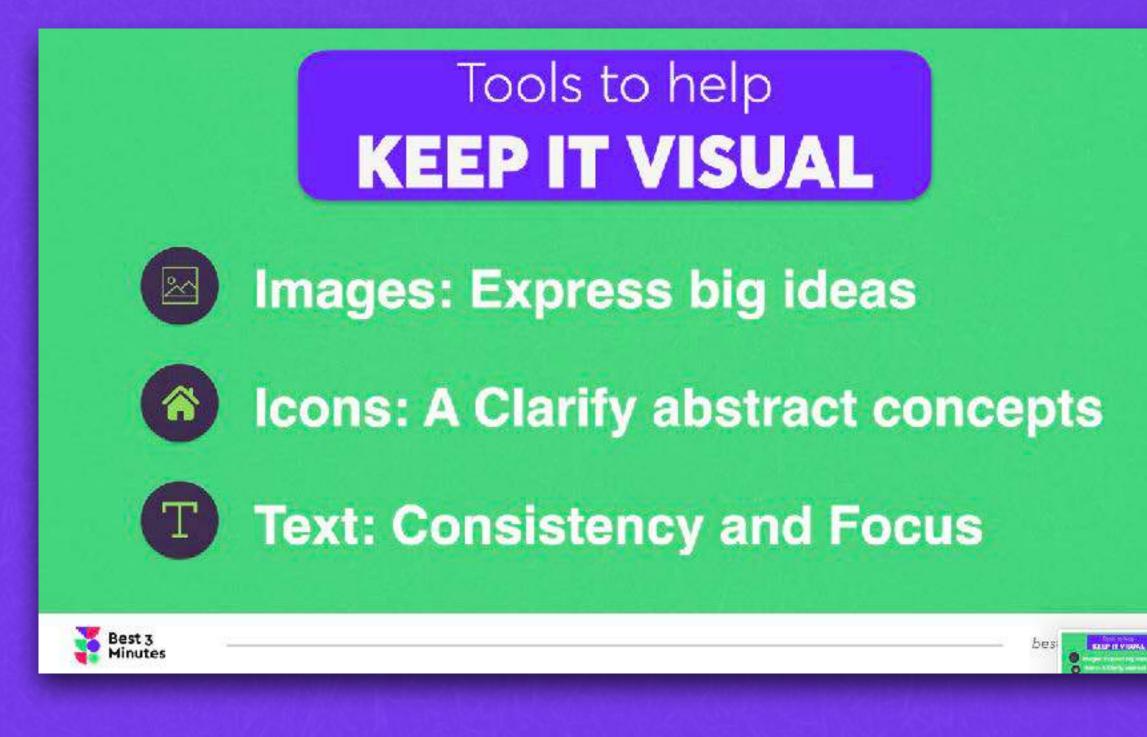
Images: Express big ideas Icons: A Clarify abstract concepts



Best 3 Minutes **Text: Consistency and Focus** 











### Please ask IN THE CHAT or BY VOICE!





## Keep Slides SIMPLE & VISUAL

#### mers in In

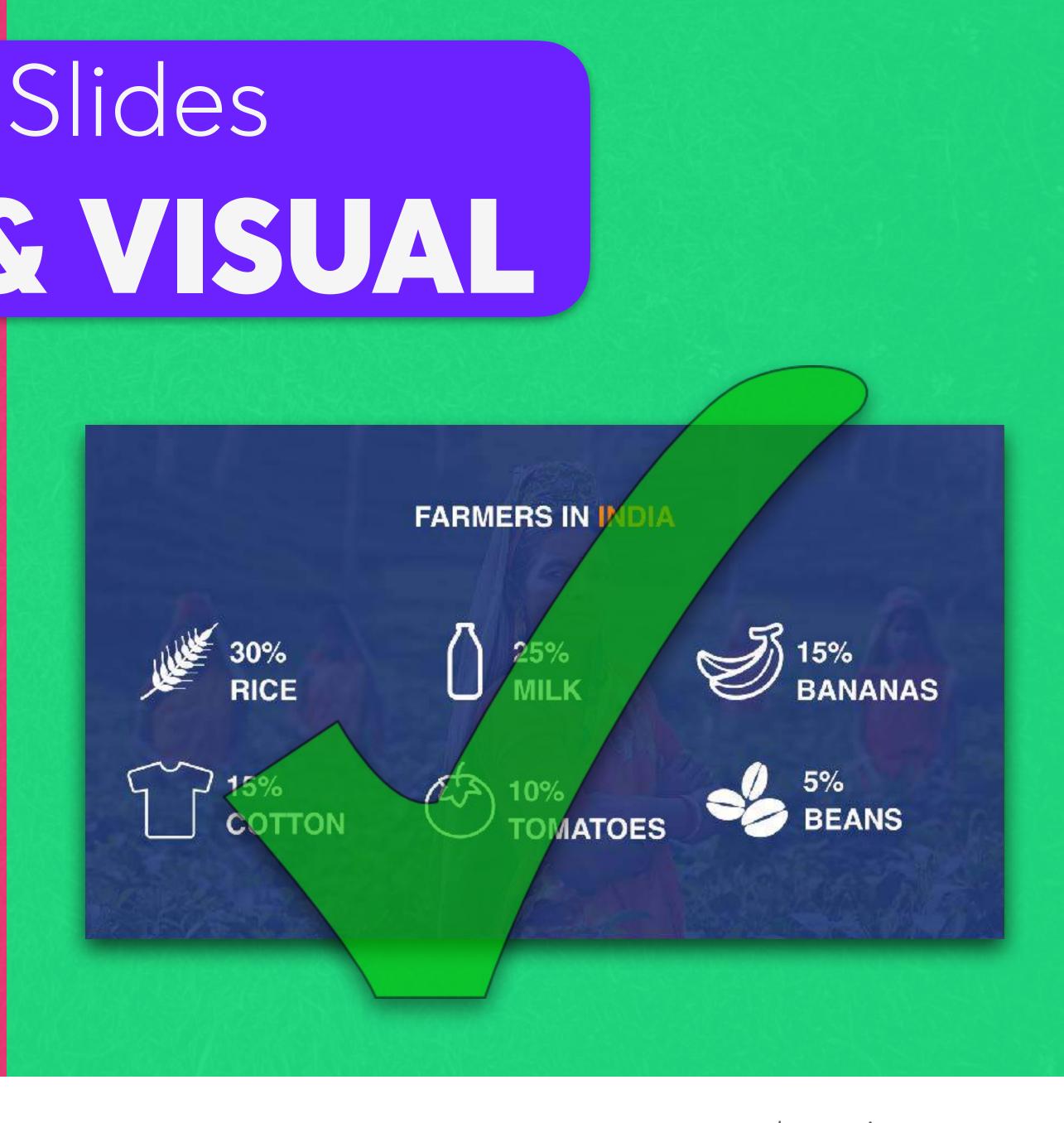
According to EUROPEAN I grow by 4,50% by the end N the E of 2014. This due to a slow rease in exports, consumption, iteac investments and interest ra

ncrease by 15%, but the interest The Central Bank said the ex rate would remain the sam prices decrease, the consumption will increase

Investments rates will ease 2,50%

ted to increase by 1.77 Consumption is as people become more confider





# We cannot listen and read **ATTHE SAME TIME**







# Do we want to show DATA OR CONCLUSIONS?





# 

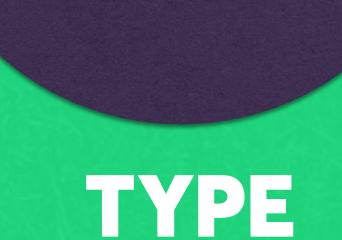
## Tools to help KEEPIT VISUAL



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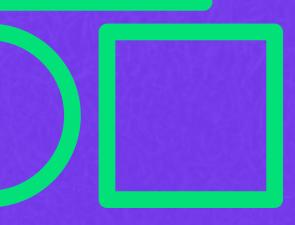


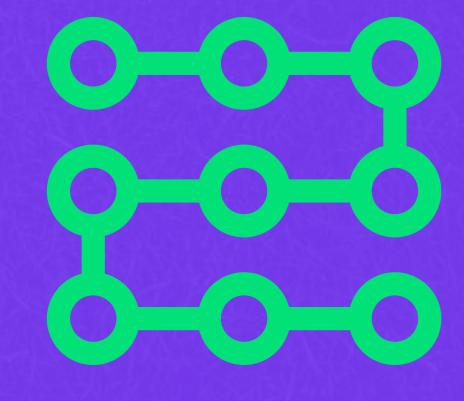


#### CONSIDERED



### Presentation ANMATION











#### Blue Moon Pitch

Written by David Beckett

#### best3minutes.com/netflix2021

## David Beckett

#### Best3minutes.com

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