

Presentation Plan

1	2	3
Presentation Title	Strong opening!	Agenda
“One Big Idea” & Key Points (Summarize what you will tell them)		
5	6	7
Key Point 1	Key Point 2	Key Point 3
Expand the point	Expand the point	Expand the point
What Why How When Examples/Stories/ Analogies Facts/Figures Objections/ diffuse objections	What Why How When Examples/Stories/ Analogies Facts/Figures Objections/ diffuse objections	What Why How When Examples/Stories/ Analogies Facts/Figures Objections/ diffuse objections
Summary	Summary	Summary
Transition	Transition	Transition
Q & A		
9		
Strong Conclusion (Summarize what you told them)		

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1	2	3
4		
5	6	7
8		
9		