

final presentation

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PREPARE LOGISTICS, SEEDING MATERIALS, SLIDES, LINKS

INTRODUCTION: * 5 – 7 minutes

Welcome Message

WIIFM

1.

2.

3.

Implied Permission

Earn the Right

State Change

DATA: * 15 – 20 minutes max

Discuss 3 sub-topics that would highlight your expertise.

1.

2.

3.

Seeding

Written Exercise

Partner Share

Class Share

Q&A Template

THE OFFER: * 5 – 7 minutes (Use the PDF from Lesson 8)

Introduction – Problem / Solution

Permission & Thank You

Name of Program or Product

Who is it for?

What Will They Learn and KEY Benefits

Testimonials or Client Success Story

Course Location and Date

Actual Price or Tuition

Introduce Future Bonuses

Reason for Deal

Limitation

Special Offer Including Bonuses

Payment Options

Guarantee

Close – Call to Action

Thank You