THE STRUCTURE & TIMING OF A PRESENTATION

HOW

WHEN

18:00 MIN.

20:00 MIN.

WHAT

THE AUDENCE DECIDES IF THEY WILL LISTEN TO YOU WITHIN THE FIRST 15 SECONDS. ESTABLISH A CONNECTION IMMEDIATELY.

AT AROUND I MINUTE THEY EXPECT YOU TO BE GETTING TO THE POINT, IF NOT, THEY'LL START TO POLL OUT THER CELL PHONES.

STUDIES OF ATTENTION SPANS SHOW THAT AUDIENCES REMEMBER THE MOST INFORMATION IN THE FIRST \$ MINUTES.

AT 10-12 MINUTES, IT'S TIME FOR A CHANGE, THE AUDENCE NEEDS STIMULATION — GIVE __ THEM AN ACTIVITY, AN EXCITING VIDEO, OR EVEN A GOOD JOKE.

STARTING AT 15 MINUTES, THE AUDIENCE WILL BE GETTING RESTLESS. MAKE THE EXAMPLES SHORTER AND RELEVANT TO THEM.

At 18 MINUTES, START WEAPPING OF, GIVE THE AUDIENCE A PICTURE OF WHAT THE WORLD MILL LOOK LIKE WHEN THEY TAKE ACTION, THEN THEY WILL REMEMBER WHAT YOU WANT THEM TO DO. 00:00 MIN. IMPRODUCTION 02:00 MIN. Assoct I Departur 3. 07:00 MIN. 13:00 MIN.

Example 2

Examera 3

CONCLUSION

THE POINT IS WHAT YOU ARE TALKING ABOUT AND IS THE SECOND MOST IMPORTANT MOMENT IN A PRESENTATION.

3 ASPECTS OF THE POINT

EACH WITH

3 PERSUASIVE EXAMPLES

THESE EXAMPLES CAN BE STORIES, CASE STUDIES, FACTS, STATISTICS, LISTS (BULLETS), OBJECTS, ACTIONS, QUOTATIONS, CHARTS, BENEFITS,

GRAPHS, TABLES, PHOTOGRAPHS, DRAWINGS, SOUNDS, VIDEOS...

TRY FOR A MIX OF EMOTION AND LOGIC.

THE CALL TO ACTION

(THE POINT RESTATED)
THIS IS THE MOST IMPORTANT
MOMENT IN EVERY PRESENTATION.
It's <u>why</u> you are there.

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