

Presentation Build List

Subject	Currently Have	Need To Build	Completion Date
<p><u>Inform</u></p> <ol style="list-style-type: none"> 1. Personal Page(s) About You 2. Company Page(s) <ul style="list-style-type: none"> - Include: - History - Stats - Core Values/Purpose - Team Member - Mini Bridge Close 			
<p><u>Educate</u></p> <ol style="list-style-type: none"> 1. Other - Meeting 3 greatest needs -Mini Bridge Close 2. How (Event / Product / Service) Works 3. Market Conditions 4. Choosing the Right Company/Rep 			
<p><u>Inspire</u></p> <ol style="list-style-type: none"> 1. Testimonies 2. Photos / Videos 3. Delivery Method <ul style="list-style-type: none"> - Pocket folder - Spiral binder - Flip chart - PowerPoint 4. Mini Bridge Close 			
<p><u>Compare</u></p> <ol style="list-style-type: none"> 1. Feature/Benefits 2. Proposal (Bid) 3. Mini Bridge Close 			
<p><u>Persuade</u></p> <ol style="list-style-type: none"> 1. Guarantee / Disclosure forms 2. Other forms -Final mini bridge close 			
<p><u>Motivate</u></p> <ol style="list-style-type: none"> 1. Favorite Ask 			