



FRIPP **VT**

You can feel confident...

How often have you...

Do you remember a time when...

Based on your experience...

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It might interest you to know...

Based on the size of your company...

If I were to ask you...

Thank you for your interest and continual support

Great Presentations

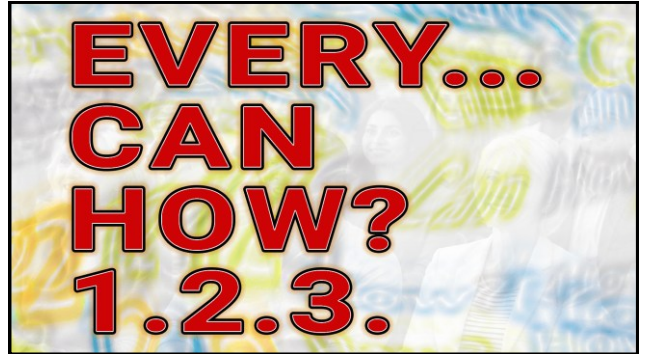
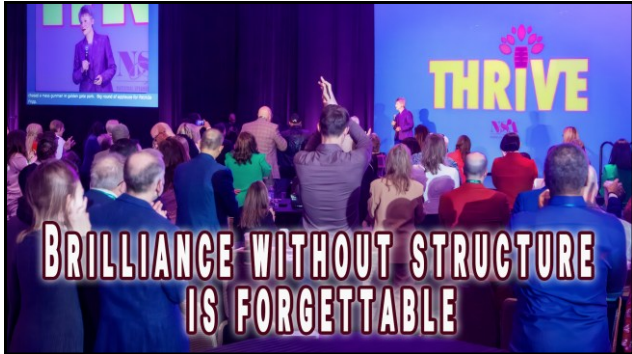
The one-word advantage.



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Speak to be remembered & repeated.







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FRIPP **VT**

It might interest you to know...

Surprise you to know...

Amaze you to know...

Please you to know...



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Welcome to...Beyond Connectivity

In case we have not had the pleasure of meeting... I am David Coleman

In my role as the Wireless God...

Every day I help customers like you to...

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You can look forward to learning, hearing, or better understanding...

As promised...you will experience one of our ever-popular demos.

OR for the first-time-ever you will see...

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You are in for a treat.

Joining me are Hardik and Prasad

There are no greater experts to demo...

Extreme Platform ONE

They have been involved since the inception.

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Between them they have 50 years of experience in bringing innovative products to life.

I predict there is a time, you will tell your friends...

"I was in the room when it happened..."

Sit back and be amazed!





FRIPP *VT*

- Rhetorical question based in your topic
- Review key ideas (Tell your team)
- Challenge and call for action (Booth-demo)
- Q&A - Thank them for a specific reason
- Last words linger



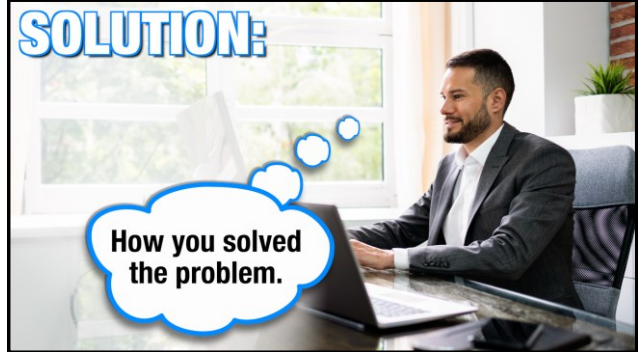
SITUATION:

HELP!



SOLUTION:

How you solved the problem.



SUCCESS:

Happy
Ever
After!



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**Stories
shrink time.**



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Deliver the dialogue.



SPECIFICITY
BUILDS CREDIBILITY

CREDIBILITY BUILDS CONFIDENCE



"STUFF" IS
RUBBISH



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The power
of the pause!





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DO NOT DO THIS One of my favorite things
One of the things vendors have done
Today I am going to talk about...
Hi, this is a session about...and I am going to
If there is only one thing you take away...





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- Move backwards or to the side**
- Look at your co-presenter and smile**
- Direct your extended hand towards them**
- Do not distract with your movement**



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- Make friends with the stage**
- Block where you will stand**
- Move or stand still?**
- Everything you do adds to or distracts from your message**

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- Rehearse how you lead and follow**
- Are you both on stage the entire time?**
- Create transition phrases**
- “Now the you understand the why...to demo the how, over to you... Javier.”**



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How much time?

Where is the microphone?

Who answers what questions?

Prepare questions if there are none

Do not close on questions



**Your Audience Will
Forgive You Anything...**

Except being boring!