

FRIPP VT



Maximize Your Customer Conversations and Presentations

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Skills Sets Open Up Career Opportunities





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You can feel confident...

How often have you...

Perhaps you agree...

In your experience...

As you know Global Payroll is underserved...

Great Presentations

The one-word
advantage.



**Common
Goal
Consistent
Message**



**Without
Consistency**

**There is
No True Quality**







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Create a More Engaging Opening

Welcome your audience warmly

Smile immediately

State the purpose of the meeting

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Agenda is on the slide...no need to say it.

“This is what you can look forward to hearing,
learning, or better understanding.”

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Parallel Structure: Begin with Verbs

Review progress

Confirm decisions

Resolve questions

Agree next steps

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Improve Pace and Understanding

Slow down

Pause more often

Speak in shorter sentences, not paragraphs

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Reduce Verbal Fillers and Weak Language

Kind of, sort of

Basically, simply, actually, literally

I think or I will try

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Build Client Confidence

“Our customers tell us...”

“No doubt you have already discovered...”

“What we are most proud of...”

“Based on our experience...”

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Improve Physical Presence

Keep hands relaxed and purposeful

Eliminate touching your face or hair

Remove distracting gestures

Maintain a calm, composed presence, smile



SMILE
INTO
YOUR
WEBCAM!



PROJECT
ENERGETIC
INTIMACY

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- Present in Shorter Segments**
- Pause between thoughts**
- Allow your audience time to internalize**
- Review before moving on**

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- Strengthen Meeting Close**
- Restate your meeting purpose**
- Review progress**
- Answer specific questions**
- Confirm next steps**

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Express Appreciation with Specificity

Thank you for:

“Your confidence and investment”

“Your thoughtful questions”

“Your commitment and collaboration”

BE AWARE OF COGNITIVE OVERLOAD!



| Global Payroll is **Underserved**



No global view



Limited reporting



Siloed systems



Manual processes



Vendor challenges



Difficulty scaling

| Transforming Global Payroll with Payslip



Operational Precision

Efficiency & Accuracy
AI & Automation | Integrations



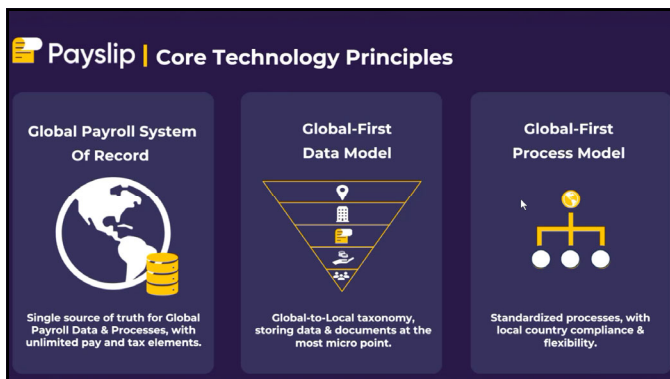
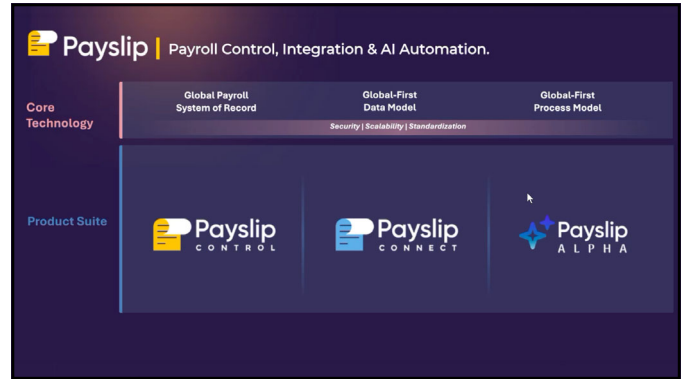
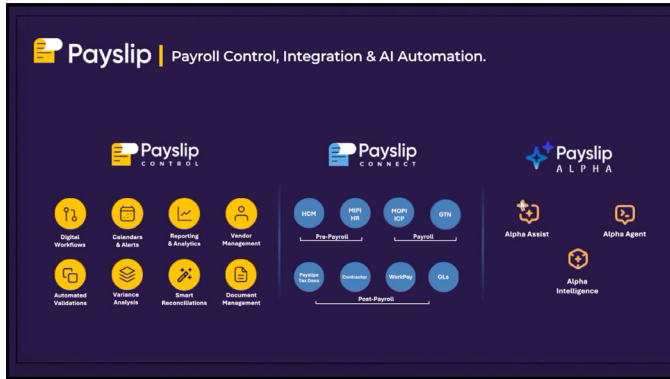
Global Visibility

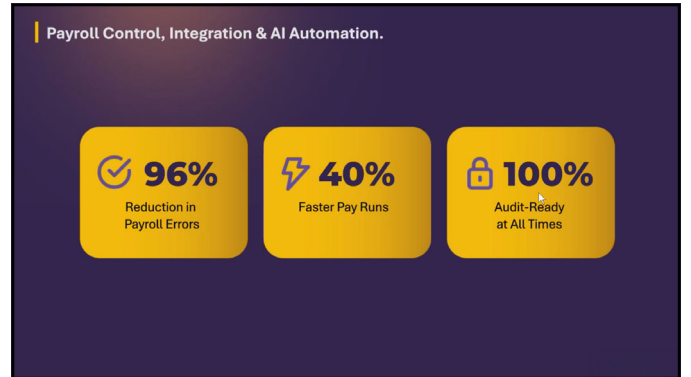
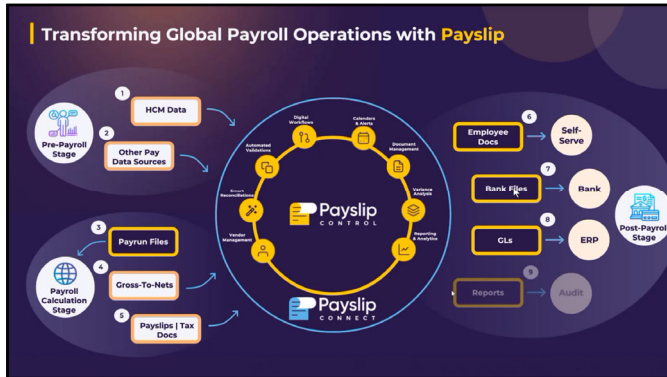
Control & Insight
Centralized Dashboards | Global Reporting



Business Agility

Scalability & Flexibility
Standardization | Vendor Choice





Calm a Frustrated Customer

“I understand how frustrating this is to you...”

“Would it make sense to you if we...”

“The next step I can take for you is...”

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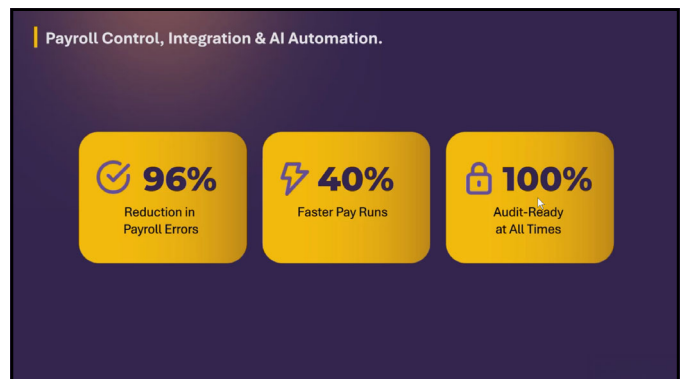
Establish Expectations at the Beginning
Prevent misunderstandings at kickoff
Agree: What does success look like
Who owns each decision
Expected response times

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Agree: How changes will be handled
What happens if milestones skip
When any concerns are raised
How disagreements will be resolved
What each side can expect of each other



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Add An Emotion

Interest ... 96% Reduction in Payroll Errors

Surprise ... 40% Faster Pay Runs

Please ... 100% Audit-Ready at All Times



Great Presentations

**Stories
shrink time.**



Proven Results for Global Leaders

INTUITIVE

Automated Flexforms & integrated 9 systems.
84 days saved per year / \$274,850 annual savings.

GoTo

Standardized vendor data & automated GL reporting.
Consolidated reporting across 13 countries.

CLOUDERA

28 countries onboarded in 4 months.
Global reporting standardized for the first time ever.

GET YOUR GUIDE

Standardized pay elements & multi-currency reporting.
Real-time global reports & predictive cost insights.



"We have greatly benefited from Payslip. Our payroll details are now automated, and we no longer have to manually build GL files which Payslip now generates automatically, saving our finance team a huge amount of time."

David Nugent, Director of International Payroll, **CLOUDERA**

SITUATION:



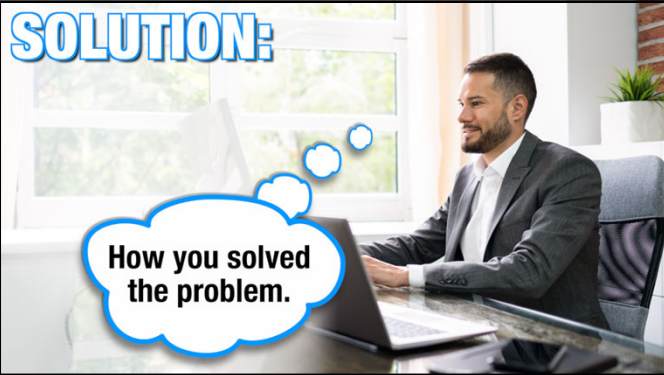
HELP!

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David Nugent, Senior Manager, International Payroll, Cloudera

“Help! A high percentage of our data is managed in countless spreadsheets.”

SOLUTION:



How you solved the problem.

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We demonstrated how Payslip automates file generation and secure transfers....



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If David were here, he would tell you,
“Now, a high-level check is all we need before
payroll processing.
We celebrate how much time and effort we
save. Payslip is a great investment.”

Great Presentations

**Deliver the
dialogue.**



BE BETTER

**Better Words
Better Results**



SPECIFICITY BUILDS CREDIBILITY

CREDIBILITY BUILDS CONFIDENCE

If it were not a
THING,
what **would**
it be?

A technique?
A strategy?
A habit?
A discipline?
Your opinion?
An idea?
A suggestion?

Remember the “I” vs “You” ratio
Pause to be remembered and repeated
Open with impact - Tell stories
Use specific language – Review presentations
Get conceptual agreement

SERIOUS ABOUT TAKING ACTION?



Be prepared

**Perpetually
Prepared**



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www.fripp.com/payslip

The video in segments

Special reports and videos about presenting

Conversations that Keep Projects on Track

www.fripp.com Free Resources

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

Except being boring!



**F
R
I
P
P**

**frequently
reinforce
Ideas
productive
profitable**

