



Presents



Your Guide to:
Improvise with Style

Core Principle

You Can Prepare for the Unexpected.



Pitches

Nail your 60 seconds by remembering 'PET'.



Presentations

3 questions will reveal your structure.



Questions

Help yourself before and during the Q&A.

Pitches

Point, Example, Tie.

Give yourself direction by immediately stating your **point**. Back up this statement by giving an **example** in the form of a professional or personal story. **Tie** your message back to your audience by making the information relevant to them.

Presentations

Your 3 Key Questions!

Piece together the start, middle and end of your presentation with these 3 questions:

1. **End** = 'What's my goal?'
2. **Start** = 'What do they want?'
3. **Middle** = 'What do they need to hear?'

Questions

Create Time Before Your Response!

Decide in advance how you will create time if you're caught out by a question. You can; **pause, repeat, compliment, or ask a question** back. Choose the technique that works for you.

