

High Performance Presentation Vitals

(Law: Cover off **Trust** and **Leadership**, within the first two minutes)

Building Credible Trust:

Over the last _____
within the area of _____,
(key areas of important focus)

☐ Years ☐ Working
☐ Months ☐ Studying
☐ Days ☐ Being involved

, While

I know ____ thing(s) to be true.

Leadership Statement:

“That _____
is vital for you to succeed within this endeavor,
in terms
of _____.”
(measurable components)

☐ a truth to pursue
☐ a tool to use
☐ behaviour to avoid

Our Example that quickly mixes the two credibility items above:

“Over the last 23 years while working with many hundreds of people within the area of Negotiation, I know one thing to be true! That you must begin with a clear plan, that will help to guide you during the process.”

(Process - in terms of vital needs, outcomes, commitment, and relationship!)

Now have a go: _____

