

Welcome to this webinar:
Presenting Yourself & Pitching Ideas in a Virtual Meeting



Norwegian Smart Core Cluster
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Setup of Virtual Meetings
Equipment for Virtual Meetings
Common Virtual Mistakes
How to Deliver in Virtual Meetings
Content for Virtual Meetings



With Virtual Pitch Coach
Rick Salmon
r@voiceable.ai

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Presenting Yourself & Pitching Ideas in a Virtual Meeting



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Rick Salmon

- The NEW RULES of VIRTUAL MEETINGS
- Why FIRST IMPRESSIONS are so Important
- Making Meaningful CONNECTIONS & Building TRUST
- WEBCLASS #1 (September 11, 2020 09:30-11:00)
- WEBCLASS #2 (September 25, 2020 09:30-11:00)



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A NEW WORLD

New Rules
New Opportunities

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VOTE
LIVE
Democratic National Convention 2020


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Tony Robbins - July 17, 2020 - 22,500 People from 143 countries attend 1-Day Virtual Workshop/Seminar

UNLEASH THE POWER WITHIN

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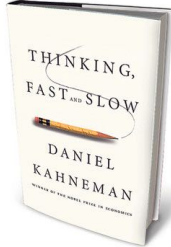


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Trust is built on
First Impressions

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Consistency Bias



Princeton Psychologist
 2002 Nobel Prize for Economics
 "For having integrated insights from psychological research into economic science"

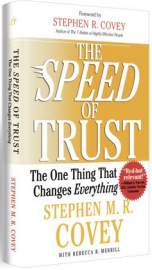
THINKING, FAST AND SLOW
 DANIEL KAHNEMAN

Kahneman, Daniel. Thinking, Fast and Slow. New York: Vintage and Scribner, 2011. Print.

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Building Trust



$$T = \frac{C+R+I}{S}$$

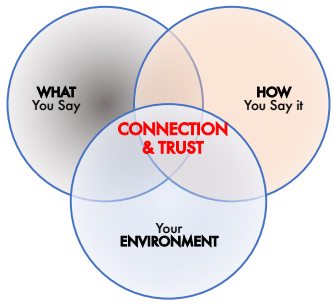
THE SPEED OF TRUST
 The One Thing That Changes Everything
 STEPHEN M. R. COVEY
 WITH BARBARA K. COVEY

Presented by STEPHEN R. COVEY
 Author of The 7 Habits of Highly Effective People

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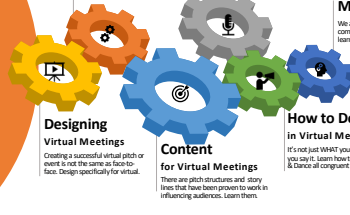


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Presenting Yourself & Pitching Ideas in a Virtual Meeting



Setup of Virtual Meetings
 Communication, scheduling, links, instructions, logistics, and follow-up are essential for successful virtual events.

Equipment for Virtual Meetings
 The equipment you use can either hurt or greatly enhance your meeting. Small investments can greatly return.

Designing Virtual Meetings
 Creating a successful virtual pitch or event is not the same as face-to-face. Design specifically for virtual.

Content for Virtual Meetings
 There are pitch structures and story lines that have been proven to work in influencing audiences. Learn them.

How to Deliver in Virtual Meetings
 It's not just WHAT you say that matters, but HOW you say it. Learn how to make your Video, Music & Content all congruent and powerful.

Common Virtual Mistakes
 We all make mistakes. Great communicators are the ones who learn from them.

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Presenting Yourself & Pitching Ideas in a Virtual Meeting

WEBCLASS #1 (September 11, 2020 09:30-11:00)

- Presenting Yourself in Virtual Meetings
- Setup, Design & Equipment for Virtual Meetings
- How do you present yourself in under 60 seconds?

WEBCLASS #2 (September 25, 2020 09:30-11:00)

- Pitching Your Ideas in Virtual Meetings
- Content, Delivery and Mistakes in Virtual Meetings
- Who are your customers & how do you help them?

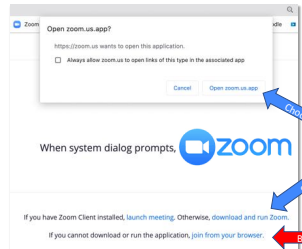
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PLEASE Join with the Zoom client APP
 NOT from your Browser

BECAUSE: Breakout Rooms!

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