



POWERPOINT® PRESENTATION PREVIEW

(Full presentation includes 29 content slides)

Each slide includes presentation notes scripted with...

- An **opening statement**
- Prompts for what to **SAY** or **ASK** on each slide
- **Examples** to use during a discussion
- **Notes** to the Presenter
- A **transition statement** to move to the next slide

Plus, a template slide so you can create additional custom slides.



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Presenter notes for “212 Preamble” - Slide #6

SLIDE INTENT: Information sharing

Opening statement: Comes steam.

Say: And with steam, you can power a train.

Presenter Note: Pause briefly.

Transition: Just one extra degree...

GO TO THE NEXT SLIDE



Use your zoom buttons to see more detail

Presenter notes for “2012 Summer Olympics” - Slide #15

SLIDE INTENT: Information sharing

Opening statement: These are the margins of some of the 2012 Summer Olympic events.

Say: Many of the event winners are chosen by a measure of time or distance. These margins ... these aren't between a gold and silver medal but rather a gold and no medal at all.

Say: Notice the marathon. After 26.2 miles of running, only 23 seconds separated the gold medal winner from someone who had an amazing time, but left Beijing without a medal (at least in that event).

Say: That long jump distance difference between a gold and nothing? Less than the length of most of our feet.

Presenter Note: If you can, between the above two sentences, hold up your two hands about 20 centimeters apart with your index finger up on both.

Transition: Any difference at the winter Olympics?

GO TO THE NEXT SLIDE



Presenter notes for “Be 212” - Slide #22

SLIDE INTENT: Information sharing and discussion

Opening statement: Where can a little more effort and a little more attention help us find those better results and relationships we’re all looking for?

Presenter Note: Keep in mind that you can revise these points to the ideas that you feel are best to focus on. You could pull some thoughts from the 212 book that aren’t included here or create a few of your own. If you’d prefer to present each idea on its own, you could use the slide as a template and divide the thoughts across several slides.

Say: Imagine if each of us made one more contact than we normally do with another person every single {[work-day, salesday, weekday]}. If each of us connected with 1 more {[customer, colleague, prospect, student, patient]} each day, we’d create well over 200 additional connections each year. That’s sure to create many more positive opportunities every year than we’d normally have.

Say: What if we all took one more risk every week than we normally might? If we put ourselves out there like that, we’d have more than 50 new opportunities for growth each year. Who knows what good could come from that. Yes, that might also put us in a bind at times but taking risks is important. It’s where a lot of our progress comes from.

Presenter Note: If you’ve introduced the optional “Be Resilient” content before this, you could add here, “If things go badly, then we have an opportunity to practice that incredibly important trait we discussed earlier ... resilience.” If you’ve not introduced it but plan to later, you could say, “If our experience from one of our risks goes badly, then we just have to practice that incredibly important trait of resilience. We’ll touch on that in a few minutes.”

Say: If each of us added a few more hours every month to our professional development outside the workday, we’d invest a full work week of time every year in our most valuable asset ... ourselves. <PAUSE> Or, what if we gave those few hours to a charitable cause?

NOTES CONTINUE IN THE FULL VERSION OF THE GUIDE

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