Are You Unforgettable?

Successful presentations are understandable, memorable and emotional.

Chris Farley in Tommy Boy gets a little rambunctious in his demonstration of the risks of not purchasing their product when hit with an objection.

In his enthusiastic analogy he starts a fire in the office and the client immediately kicks them out.

Seriously, do you think the client featured in the movie will ever forget that presentation?

Now it's time to make your presentations UNFORGETTABLE TOO!

Movie Link (1:47)

https://youtu.be/S2XvxDaIwCw

Motivational Discussion Questions

- What can you do to make a customer/prospect never forget you – well at least be memorable?

- Successful presentations are understandable, memorable and emotional. What can we include in our presentations to move people to action – next steps or close the deal?

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