



Your Presentation

mastering
your message

EcoMastery Success Program
~ Sowing and Reaping Module 2.5

Our Core Values



Communication
Attitude
Proactive
Extra mile
Determined

Fun
Respect
Others
Growth
Honour



Our Rules of Play

- 1. People Will Do What You Do**
- 2. Your Past Does Not Equal Your Future**
- 3. Be Honest with Yourself**
- 4. If You Need Help, then Ask**
- 5. Challenges Go Up, Praise Goes Down**
- 6. If You Throw Dirt, You Lose Ground**
- 7. Always Praise in Public and Critique in Private**
- 8. Punctuality for All Meetings and Events**



*Your Checklist for this **Module***

- ✓ You have read your **Module 2.1 Contact and Invite** and **Module 2.2 Fortune in the Follow Up** and **Module 2.3 Registration Process** and **Module 2.4 The Art of Sharing** from your **EcoMastery Success Program**
- ✓ This Module unpacks **how** to present the **EcoForce Opportunity Presentation on your own**. This includes;
 - ✓ **Mastering** how you present
 - ✓ The power in the **invitation**
 - ✓ The importance of **duplication and repetition**
 - ✓ **Tips to building confidence and speaking like a pro**
 - ✓ **Creating Content, Context and Cadence**



The EcoForce Global Info Presentation formats

EcoForce makes it simple

- ✓ Hear the Presentation live
- ✓ Watch the Presentation online
- ✓ Share the Presentation with others
- ✓ Learn the Presentation
- ✓ Present the Presentation yourself



About the EcoForce Global Info Presentation



The EcoForce Global Information Presentation tells the whole story

- ✓ Covers all bases for someone to make an informed decision
- ✓ All Advocates use the same Presentation
- ✓ Duplication of the Presentation is paramount
- ✓ As an Advocate YOU represent EcoForce Global
- ✓ If presenting on your own - be prepared



Mastering how you Present



Create unstoppable momentum

- ✓ Craft your message to align with the Presentation
- ✓ Craft a brief intro from your heart (your why)
- ✓ Aim for 30 mins one-on-one
- ✓ Aim for less than 1 hour for a group
- ✓ Stay on course - stick to the script
- ✓ Embrace a winning mindset
- ✓ Practice prepares for the extraordinary
- ✓ Practice gives you posture and confidence
- ✓ Practice is what professionals do



The Power is in the invitation

Never underestimate the power of
a *personal invitation* to hear the
EcoForce Global Opportunity

- ✓ Social media has its place, however this is a **relationship business**
- ✓ In a world where people are treated as numbers, **treat Prospects as a VIP**
- ✓ Focus on **building quality relationships**
- ✓ Forget the money truck - **love the people**



Embrace the repetitive

Present every time as if you were presenting for the *first time*

- ✓ The **most** successful Advocates have heard the Presentation the **most**
- ✓ If you see it as **important**, your Guests will see it as **important**
- ✓ If you get **distracted**, your Guests will be **distracted**



Tips when presenting on your own



Create a great atmosphere of hope

- ✓ Listen to and observe the Presentation many times
- ✓ Let your Referrer present at least twice to your Prospects
- ✓ When you present have your Referrer there to help
- ✓ Practice and record yourself in front of the mirror
- ✓ Embrace an unstoppable mindset whether someone joins you or not
- ✓ You connect with others when you speak from the heart
- ✓ Be professional
- ✓ Be prepared



Show time

Professionalism with every detail is paramount

- ✓ Ensure you are appropriately groomed, well presented and always on time
- ✓ Ensure your transport is maintained, clean and polished
- ✓ Arrive earlier than anyone else - this speaks volumes about you, settles nerves, and helps you to be prepared
- ✓ Ensure all is in place BEFORE the meeting commences
- ✓ Ensure all props are in great condition
- ✓ Have upbeat music as people arrive
- ✓ Be on purpose
- ✓ Always ask for referrals
- ✓ Always make an appointment from an appointment
- ✓ Where possible be first to leave



Tips to give you confidence



How to present like a pro

- ✓ **The 6 P's of success: Proper Prior Preparation Prevents Poor Performance**
- ✓ **People are more self-conscious themselves than they are of you**
- ✓ **Use positive affirmations - words create**
- ✓ **Ensure your focus is on them, not yourself**
- ✓ **Success happens in your mind first**
- ✓ **Use any 'fear' to help you, not hinder you**
- ✓ **Again, practice in front of a mirror and record yourself**



Tips to give you confidence



How to present like a pro

- ✓ Seek honest feedback
- ✓ Yell in your car or in a field to help your articulation
- ✓ Avoid jargon
- ✓ Use language your audience can understand
- ✓ Be mindful of your clarity, articulation and enunciation
- ✓ Use voice modulation and projection
- ✓ Speak with clarity and conviction
- ✓ Be enthusiastic



Tips to give you confidence



How to present like a pro

- ✓ **Speak slowly**
- ✓ **Match and mirror your audience to build rapport**
- ✓ **Use eye contact**
- ✓ **Take a deep breath and pause before speaking**
- ✓ **Start and end on a positive note**
- ✓ **Use short stories with a powerful message**
- ✓ **Avoid reading - speak from the heart**
- ✓ **Dress for success**
- ✓ **Use welcoming and professional body language**



Content, Context, and Cadence

These form the 3 important components of a great presentation

✓ The content needs to be **clear, concise and compelling**
- Content is achieved by briefly sharing the heart and soul of what you are going to elaborate on

✓ Context is **relevance**
- Context connects the content by establishing relevance and engages the audience, often through a short story, taking the ordinary to extraordinary

✓ Cadence is **rhythm**
- Cadence done well is the difference between a good speech and a great speech. It is the timing, the pauses and the silence, infused into the rhythm and flow of your Presentation



Your Review

- ◆ The EcoForce Global Presentation is available for you to use in a **variety of formats**
- ◆ The EcoForce Global Presentation is available for you to **present on your own**
- ◆ Only use the EcoForce Global Presentation and **duplicate** in your Team and organisation
- ◆ To present on your own, **leverages your success**
- ◆ There is power in the **invitation**
- ◆ Embrace the **repetitive**
- ◆ Create an atmosphere of **hope**
- ◆ Be **prepared, be professional**



Your *Review*

- ◆ Professionalism with **every detail is paramount**
- ◆ Present like a **pro** - refer to your EcoMastery Program for more detail
- ◆ Practice delivering your **content, context, and cadence**

Register | Buy | Share
... repeat



If this was the last tree on Earth
there would be no tomorrow

One person can change the world
Imagine what a **tribe of us** could do

Share EcoForce

and help save our planet

... one tree at a time!

It's time to #BuyaTree

