

Performing to New Heights



**Mike Walsh,
CF APMP**



Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

October 27, 2015



SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

Agenda

- Who – Who is involved?
- What – What do you do to prepare?
- When – When do you start?
- Where – Where is it best to get ready?
- Why – Why practice? We never have before!
- How – How do you get your teams to buy in?





SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

Who – Who is involved?

- Who is typically involved in oral presentations in your organizations?
- Who does the client want to see? Are they the same people we are bringing?
- Has the team ever presented together before?
- Has everyone on the team participated in an orals presentation (as part of the proposal process before)?
- Is there anyone who is critical to the success of the presentation?
- Is there anyone who is nervous about the presentation?





SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

What – What do you do to prepare?

- What does the client want to know more about?
- What points do you want to make sure the client understands?
- What are you going to bring to the presentation (collateral, leave behinds)?
- What technology do you want to use (if any)?
- Are we bringing something new that was not in the proposal?
- Can we make new points or the same points differently?
- Does everyone in attendance have a role in the presentation?



SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

When – When do you start?

- When do you typically begin preparing for presentations?
- When do you ideally begin preparing for presentations?
- When do you stop preparing (this is more important than you think)?
- When does the team get together? For the first time? For rehearsals?
- When do you want to deliver your presentation (if you have a choice)?
- When do presenters get involved in the proposal process?





SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

Where – Where is it best to get ready?

- Where do you practice?
- Where do you present from?
- Where do you position your team?



- Where do you position your materials?
- Where do you go for dinner the night before the presentation?
- Where do you meet to go to the client?
- Where will the client presentation take place?



SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

Why – Why practice? We never have before!

- How many times should we rehearse?
- We have never practiced before why should we start now?
- I am much better speaking “off the cuff.” Why should I rehearse?
- Why should everyone be there during rehearsals?
- How do I start convincing people this is important?
- Why does no one listen? 😊





SPAC 2015

Places Everyone!!

Rehearsal - the Key to Bringing Down the House at Orals!

How – How do you get your teams to buy in?



- How do you convince people who talk to clients all the time that they need practice?
- How do you get teams to start early and practice often?
- How do you help people overcome fears of speaking in public?
- How do you convince presenters to prepare ahead of time?
- How do you demonstrate that writing out your entire presentation is not the best method of preparation?



SPAC 2015

QUESTIONS?

