



# ACCELERATED PROFESSIONALS

BUSINESS SAVVY • PRESENTATION READY



**TRAINING TODAY'S  
EMERGING PROFESSIONALS  
TO DEVELOP INTO  
TOMORROW'S EXECUTIVES**

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To Accelerate the Growth Potential of Young Professionals to become the Leaders of Tomorrow

## Presentation Schedule

(When Will I Speak?)

Session:	1.) Communication	2.) Leadership	3.) Selling Ideas	4.) Strategic Planning	5.) Reading the Money	6.) Summary Presentation	7.) Final Presentation
<b>Part A</b>  <b>(Presentation time 1 minute)</b>	Lecture and discussion on:  <b>The Science of Communication and Presentation Basics</b>  (no presentation scheduled)	Tell the small group the name of a past or present <u>world leader you admire</u> and why	Tell the small group about when you were on the receiving end of a <u>bad sales experience</u>	Tell the small group about your <u>brief SWOT and your personal improvement goal for the next 12 months</u>	Tell the small group what you think is the <u>biggest money making opportunity facing your business/industry today</u> and why	Summary of all the previous sessions  (no presentation scheduled)	<b>5 Minute Presentation</b> (plus 2 min Q&A)  Options: 1.) Convince VC's to invest in your new or current business 2.) Convince Senior Management to change the strategic direction of your business 3.) Proposal to Senior Management on how to sell new product/ service or change selling method of existing product/ service
<b>Part B</b>	<b>(2 minutes)</b>  <u>Introduce yourself</u> to your small group - Name/Where From - Hobbies - First Job ever /Current job - Public Speaking Experience  Then: <u>Introduce yourself to the whole class</u>	<b>(2 minutes)</b>  One of the <u>Most Enjoyable Things I Did Growing Up</u> (Tell us about one of your most memorable and fun experiences growing up)	<b>(2 minutes)</b>  <b>Leadership</b> Present a situation at some point in your life <u>when a leader stepped up and changed your life for the better.</u> (Parent, Coach, Teacher, Boss, etc.)	<b>(2 minutes)</b>  <b>Sales</b> Present an important upcoming situation where you need to <u>sell an idea - business or personal.</u> What sales concept will you use and how will both parties win?	<b>(2 minutes)</b>  <b>Strategic Planning</b> Present a brief <u>SWOT analysis for a business you admire</u> (not your current employer) and what you think their #1 goal should be for the next 12 months	<b>(2 minutes)</b>  <b>The Financials</b> Along with your group, you will each present one of the following for the assigned company: the Balance Sheet, P&L, or Selected Ratios to recommend if we should invest in the company	3.) Proposal to Senior Management on how to sell new product/ service or change selling method of existing product/ service  <i>You can use SWOT Analysis, BCGM, cash required/Cost, ROI, selling strategy, management team, etc.</i>

Always stand to present (even in small groups)  
 Each class requires advanced reading/preparation

VIDEO Taping