My Decker Grid™

	SHARP	POINT OF VIEW	GENERAL ACTION STEP	BENEFIT
OPENING	How about the farmer's daughter?	This course is too buggy on IE11 to release. GOODBYE	Collect all showstoppers and then decide on next steps YOU SAY	Deliver on customer obligations ONE MORE

	KEY POINT 1	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
MAIN BODY	drgdfgfdg	vfdvff	dfgdfgdf	Analogy for you!

	KEY POINT 2	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
MAIN BODY	kjhkhjhkjk	Yes! I want you to hear this wonderful reference.	Should we do a buggy pre-release and a more robust true release a	hjkhjkhk

	KEY POINT 3	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
MAIN BODY	kjhjhk	This course is too buggy on IE11 to release. GOODBYE	dfgdfgfdgf	hjkhjkhjk

	POINT OF VIEW	SPECIFIC ACTION STEP	BENEFIT	SHARP
CLOSING	This course is too buggy on IE11 to release. GOODBYE	cvbcvbcv	TWO MORE	Look at this picture!