

My Decker Grid™

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|-----------|--|----------------------|---------------------|------------|
| OPENING | visual: Mst important when you try to engage with people | | | |
| | SHARP | POINT OF VIEW | GENERAL ACTION STEP | BENEFIT |
| | | | | |
| | KEY POINT 1 | SUBPOINT 1 | SUBPOINT 2 | SUBPOINT 3 |
| MAIN BODY | | | | |
| | KEY POINT 2 | SUBPOINT 1 | SUBPOINT 2 | SUBPOINT 3 |
| | | | analogy- | Practice |
| | KEY POINT 3 | SUBPOINT 1 | SUBPOINT 2 | SUBPOINT 3 |
| CLOSING | | | | |
| | POINT OF VIEW | SPECIFIC ACTION STEP | BENEFIT | SHARP |