

My Decker Grid™

| OPENING | visual: Mst important when you try to engage with people | | | |
|-----------|--|---|---------------------|---|
| | SHARP | POINT OF VIEW | GENERAL ACTION STEP | BENEFIT |
| MAIN BODY | | | | |
| | KEY POINT 1 | SUBPOINT 1 | SUBPOINT 2 | SUBPOINT 3 |
| | | | | |
| | KEY POINT 2 | SUBPOINT 1 | SUBPOINT 2 | SUBPOINT 3 |
| | | vocal-it is important how you use your tone | analogy- | Practice |
| | KEY POINT 3 | SUBPOINT 1 | SUBPOINT 2 | SUBPOINT 3 |
| CLOSING | | | | communication: open up yourself, be confident |
| | POINT OF VIEW | SPECIFIC ACTION STEP | BENEFIT | SHARP |