

My Decker Grid™

	OPENING		I want listeners to treat me better than before our meeting	I want listeners to treat me better than before our meeting	
		SHARP	POINT OF VIEW	GENERAL ACTION STEP	BENEFIT
MAIN BODY		Stack stickies...	Show listeniller words I hear others use: Am i riers that I am professional	What are your Pivot Points? You are in control of your behaviors of	
		KEY POINT 1	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
		KEY POINT 2	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
		KEY POINT 3	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
CLOSING		Show that I am the best candidate	speak and answer questions as short as possible	I want listeners to treat me better than before our meeting	
		POINT OF VIEW	SPECIFIC ACTION STEP	BENEFIT	SHARP