

# My Decker Grid™

OPENING	visual: most 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
				Practice
	KEY POINT 2	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
	analogy-			vocal-it is important how you use your tone
	KEY POINT 3	SUBPOINT 1	SUBPOINT 2	SUBPOINT 3
CLOSING				communication : open up yourself, be confident
	POINT OF VIEW	SPECIFIC ACTION STEP	BENEFIT	SHARP