BANCASSURANCE

Meeting with ArchiSurance Notes

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# General

* A slide at the beginning telling the CEO where this meeting is going to go
* Parallel slides of a business canvas model for both ArchiSurance and the Bank
* Also, parallel slides of the internal workings for both and how they are similar
* A slide of synergies
* Finally a description/business canvas model for the new ArchiSurance (Bancassurance)

# Questions/Answers

1. *How would businesses use the banks?—CEO* 
   1. They could utilize the bank for: 401K, financing and storage of funds. As well as investment
2. *Why HP cloud? Why not IBM? – CEO* 
   1. That is just an example.
3. *Build a bank or buy one? – CEO* 
   1. Up to consideration. Could buy and merge or build. Depends on what is best.

# Things to Improve

* Presenting is a little shaky and could use a smoother flow.
* Should have color-coded the business model canvas
* Needed more time to prepare the speech

# Audience

* Attentive enough
* Not too many questions during the presentation

# Good Points

* Speaking decisively
* Makes sure to point the majority of attention at Dr. Gamble (CEO)
* Fielded questions well and to the point

# Feedback

* Have larger pictures/words on the slides. Don’t let the slide design condemn you.
* Have a stronger introduction…start with why the CEO cares(HINT: money!!)
* Don’t have the new business canvas at the end unless you keep the CEO’s attention and build momentum. Otherwise put it closer to the beginning
* Present as if to the insurer not the bank
* Say why not what. Grab the CEO attention, they know what it is, they want to know why they should care.
* If you bring something up, expect to talk about it, don’t just mention “fluff”
* More visual than textual. But make sure to talk extensively about them. Have explanations.
* Have good posture while talking.