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| **OPENING STATEMENT Point of View**  **Action**  **Benefit** |  | | |
| **Point 1** | | Point 2 | **Point 3** |
| **Subpoint 1a** | | **Subpoint 2a** | **Subpoint 3a** |
| **Subpoint 1b** | | **Subpoint 2b** | **Subpoint 3b** |
| **Subpoint 1c** | | **Subpoint 2c** | **Subpoint 3c** |
| **Summary** | | | |
| **CLOSING STATEMENT Point of View**  **Action**  **Benefit** |  | | |