Module 7: Presenting Solutions - Action Worksheet

Name: __ *Date:* __

Part 1: Presentation Framework

My presentation structure: 1. Recap their needs: ___ **2. Present solution:** ___ 3. Show benefits: ___ **4. Provide proof:** ___ 5. Call to action: _____

Part 2: Feature-Benefit Translation

Feature	Benefit to Client
_	————
_	————
_	————
_	————

Part 3: Storytelling

Success story I'll use: Client: ___ **Challenge:** ___ Solution: ___ **Result:** ___

Part 4: Presentation Checklist

Before every presentation: - ☐ Confirmed their needs - ☐ Prepared materials - ☐ Practiced delivery - ☐ Anticipated questions - ☐ Planned next steps

Commitment: I will present solutions, not products.

Signature: __ *Date:* __