

Hello AcceliCITY!

**GET READY TO
Power UP your
Pitch!**

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OWN THE MOMENT

**Name Your
Joy!**

- Danielle D. Duplin

<https://www.youtube.com/watch?v=qR3rK0kZFkg&feature=youtu.be>

[Jessica's Daily Affirmation YouTube](#) [Jessica's Daily Affirmation local](#)

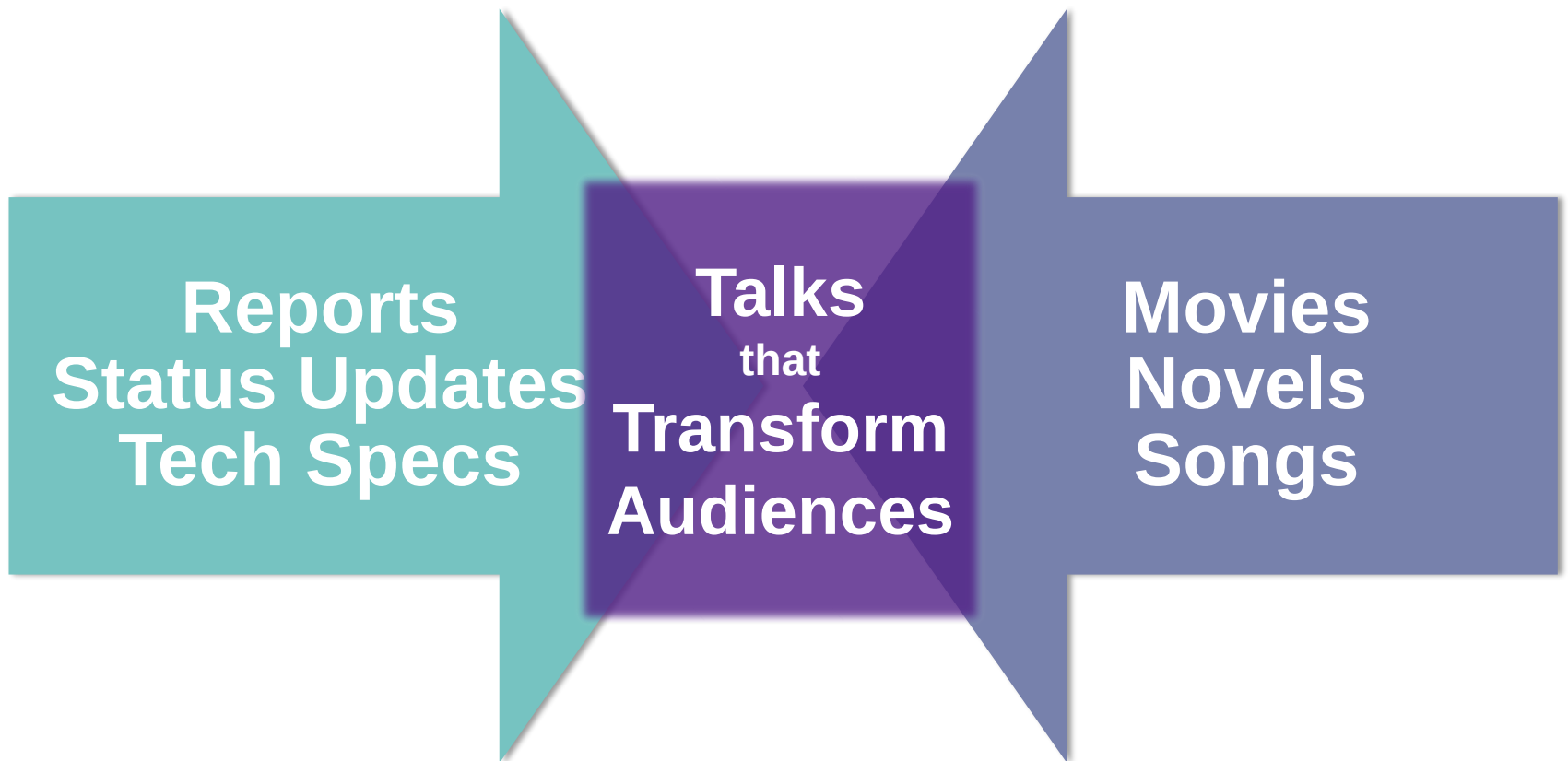
[practice out loud]

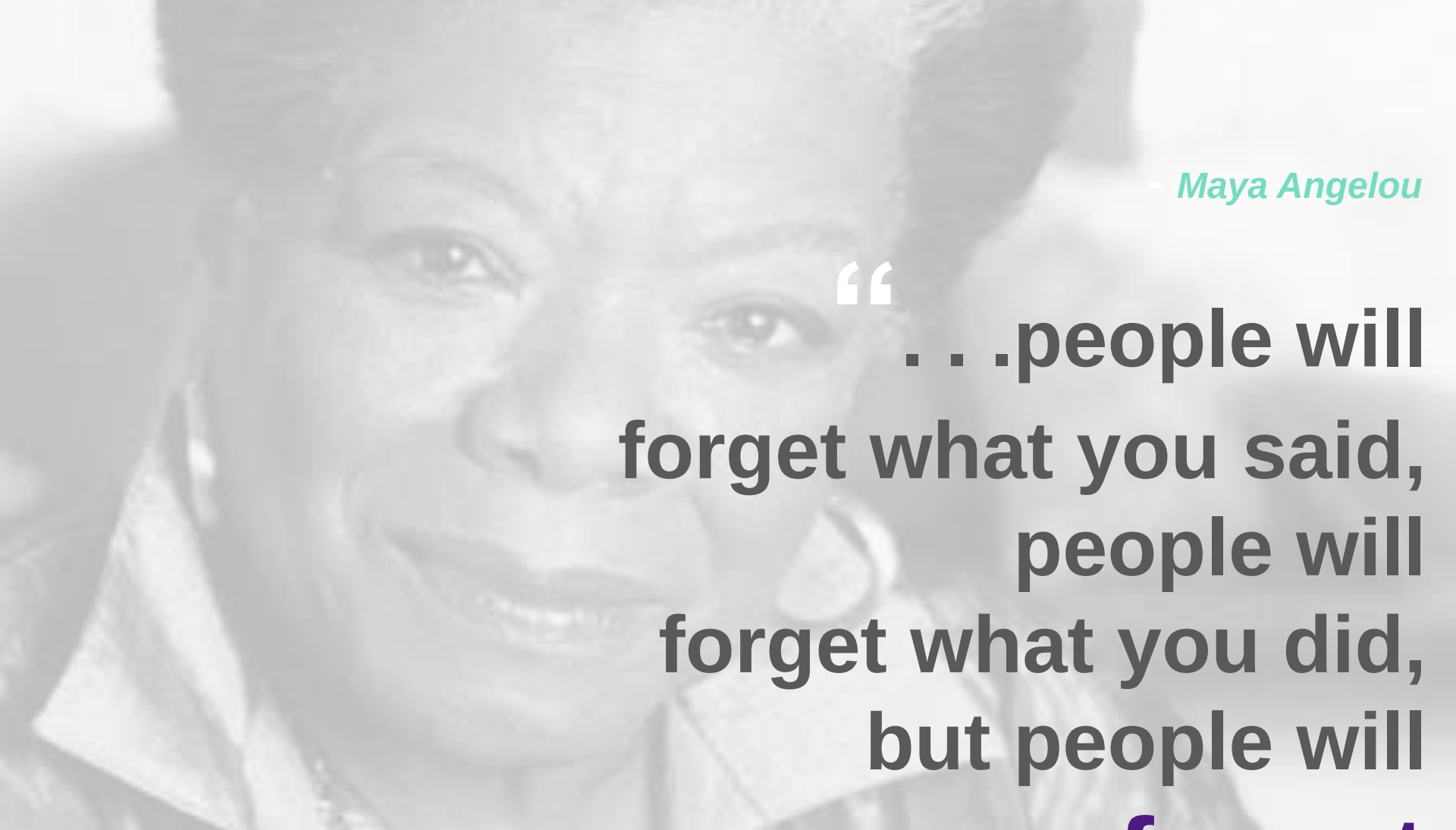
OWN THE MOMENT

Love Your
People

- Danielle D. Duplin

OWN THE MOMENT





- *Maya Angelou*

“ . . . people will
forget what you said,
people will
forget what you did,
but people will

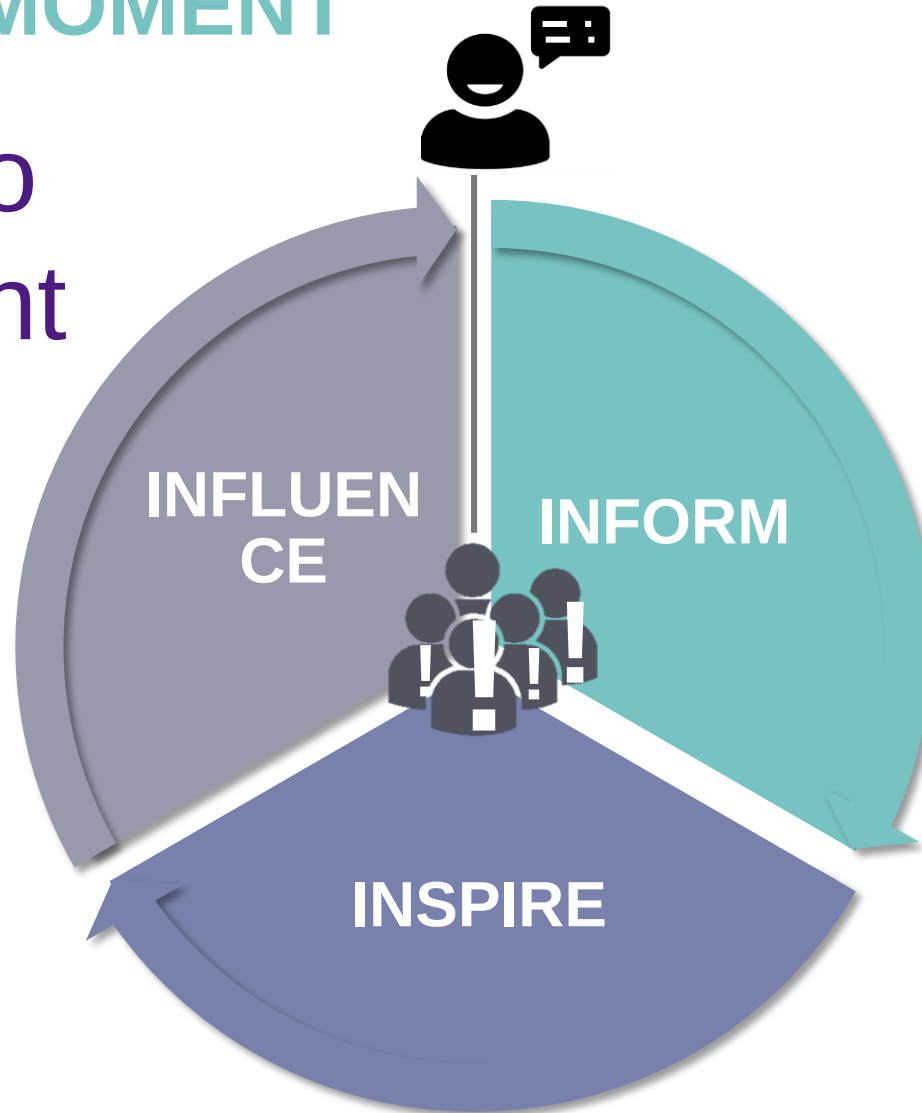
**never forget
how you made them feel**

WIIFT

What's In It For Them ?

OWN THE MOMENT

What do
you want
them to
do?



What do
you want
them to
know?

What do you want them to **feel?**

OWN THE MOMENT

Get to the Point

- Danielle D. Duplin



Captivating

Repeatable

Impressive

Scalable

Personal

- Why is it important?
- Name the Universal Truth
- Is it memorable?
- Write a concise headline & tagline
- Enough texture, evidence, data, stories?
- Collect your inventory
- Who are you speaking to?
WIIFT
- Imagine how their world will change
- What makes you so passionate?
- Show expertise & vulnerability

Is your idea **CRISP**?

“Brevity is the Soul of Wit”

- *William Shakespeare, Hamlet* 10

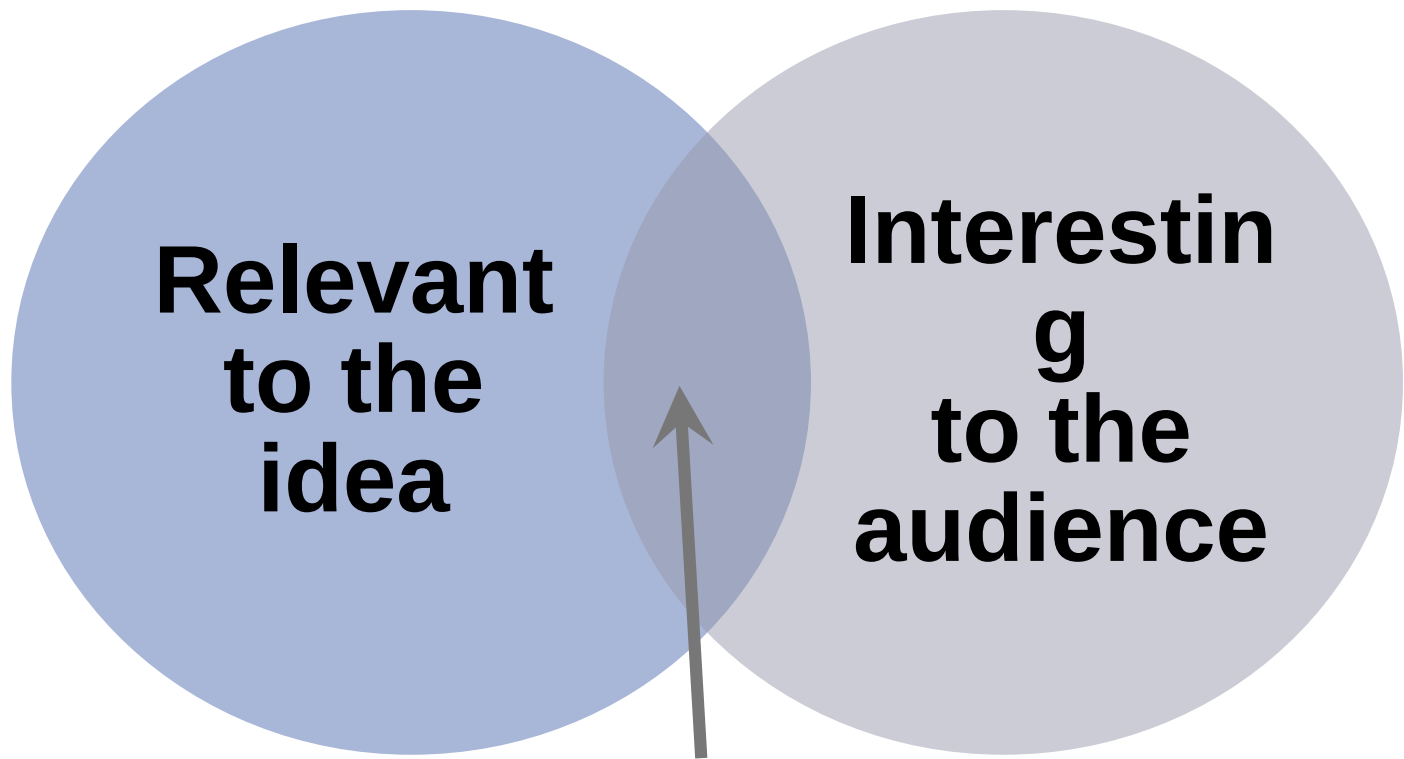
[practice out loud]

OWN THE MOMENT

Nail Your Money Lines

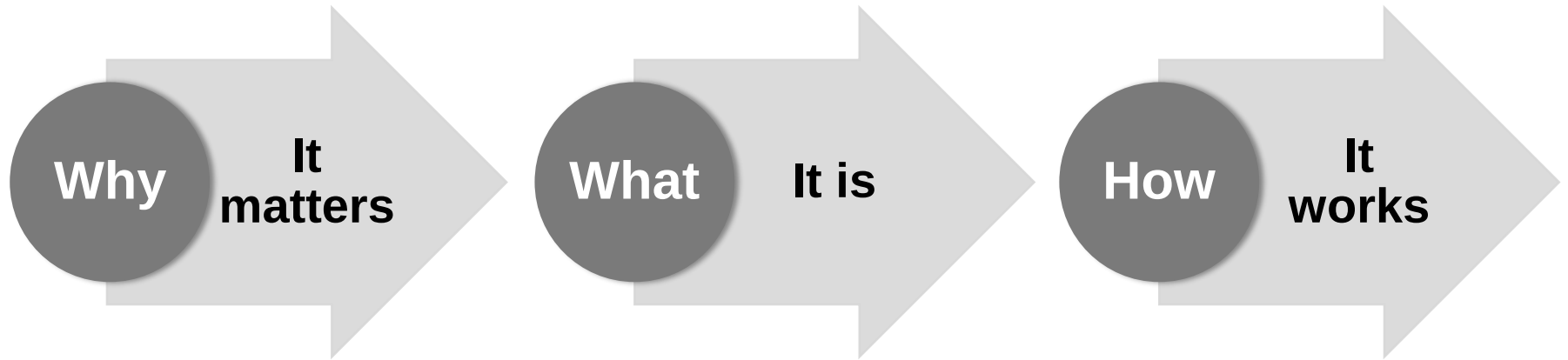
- Danielle D. Duplin

OWN THE MOMENT



test your talk!!

Your Fundamental Sentence



Trifecta

acknowledge



Set



Explain



Land

context

details

story

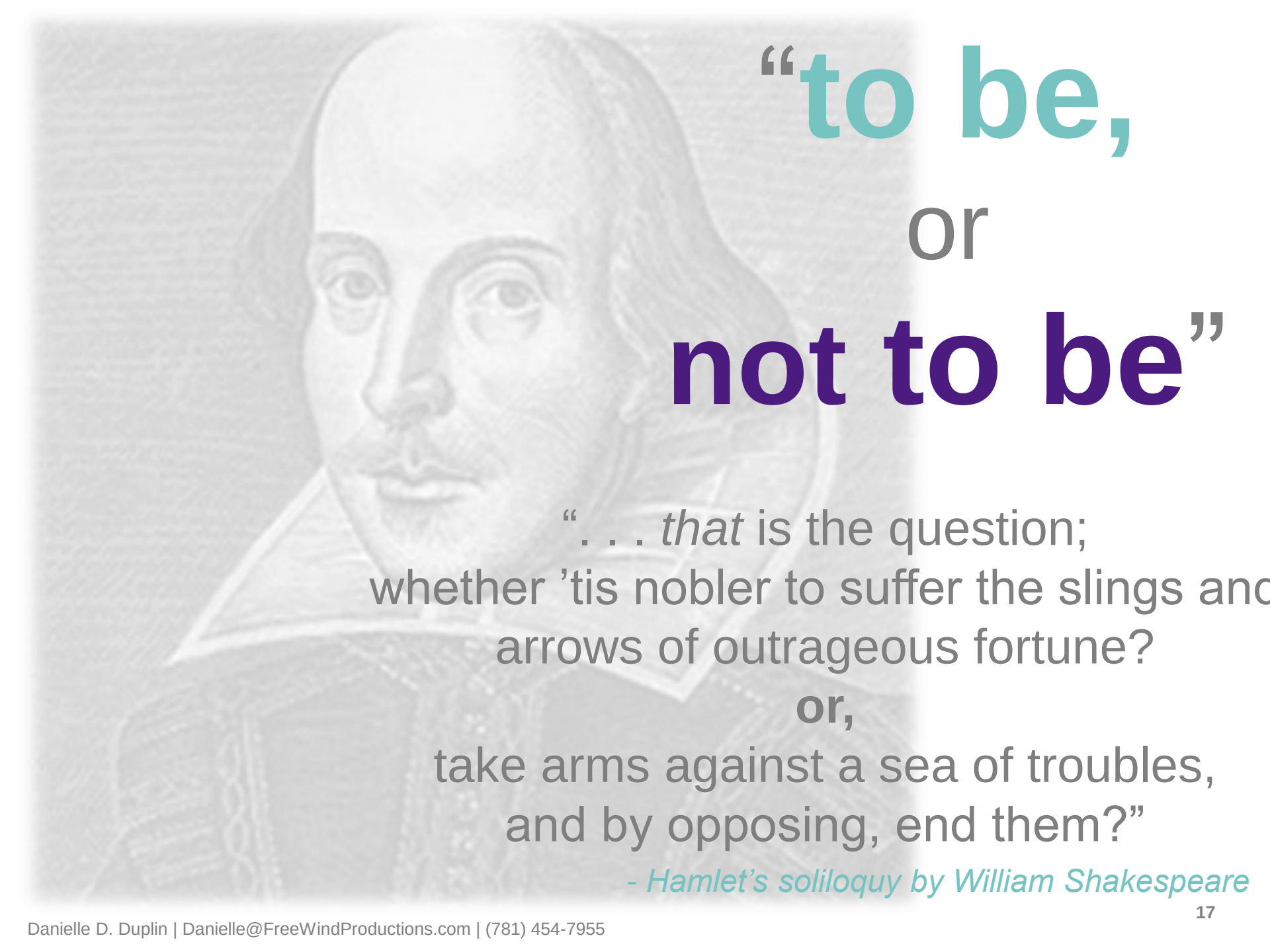


affirm

OWN THE MOMENT

Spike with Drama

- Danielle D. Duplin



“to be,
or
not to be”

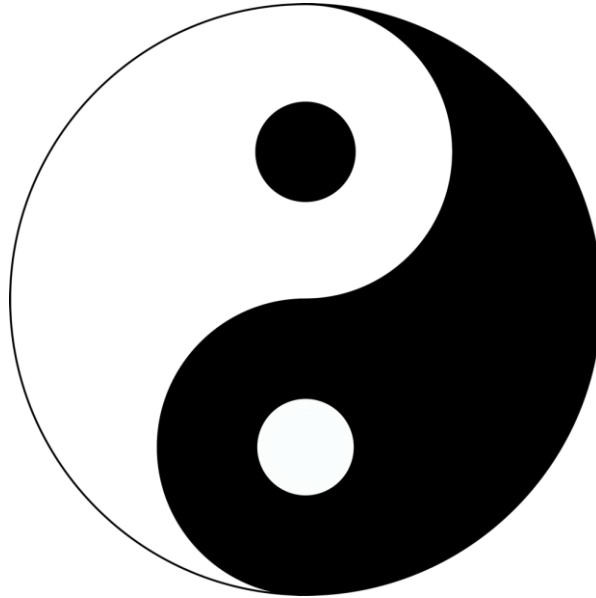
“... *that* is the question;
whether 'tis nobler to suffer the slings and
arrows of outrageous fortune?

or,
take arms against a sea of troubles,
and by opposing, end them?”

- *Hamlet's soliloquy* by William Shakespeare

The POWER of CONTRAST

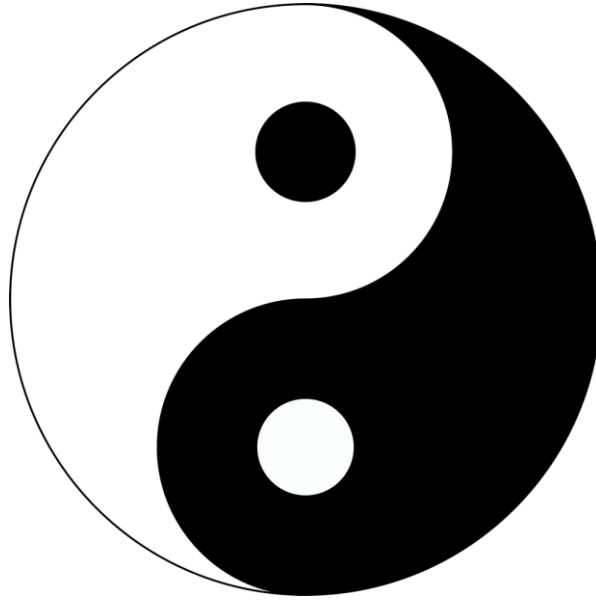
HAVE



HOPE

The POWER of CONTRAST

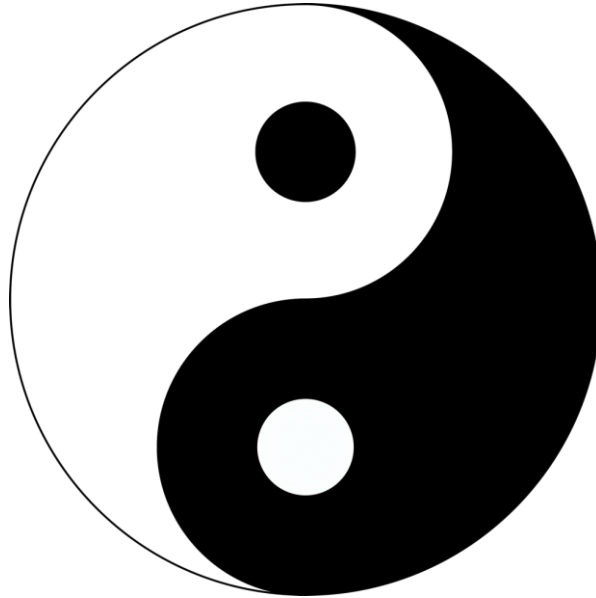
FACTS



FEELINGS

The POWER of CONTRAST

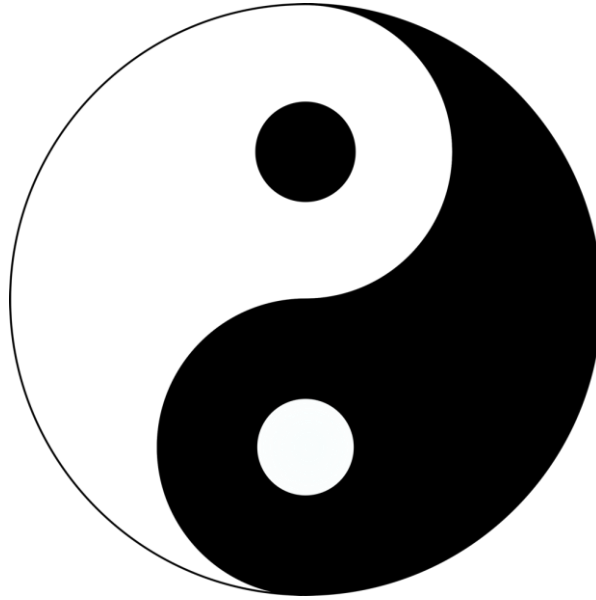
VIVID



GENERAL

The POWER of CONTRAST

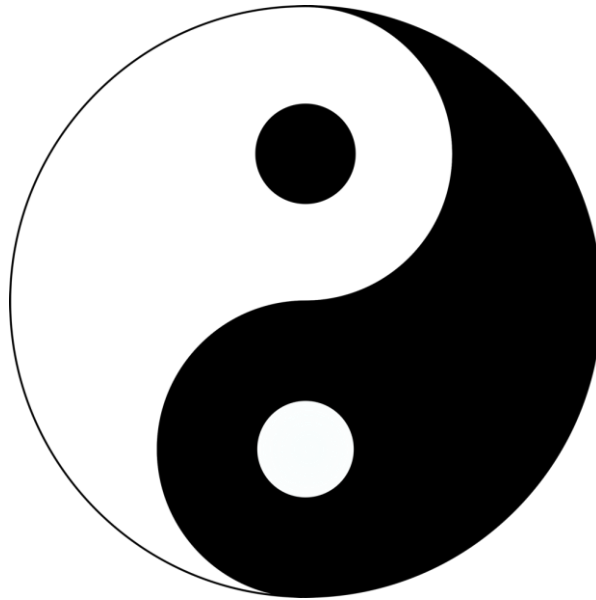
QUESTION



ANSWER

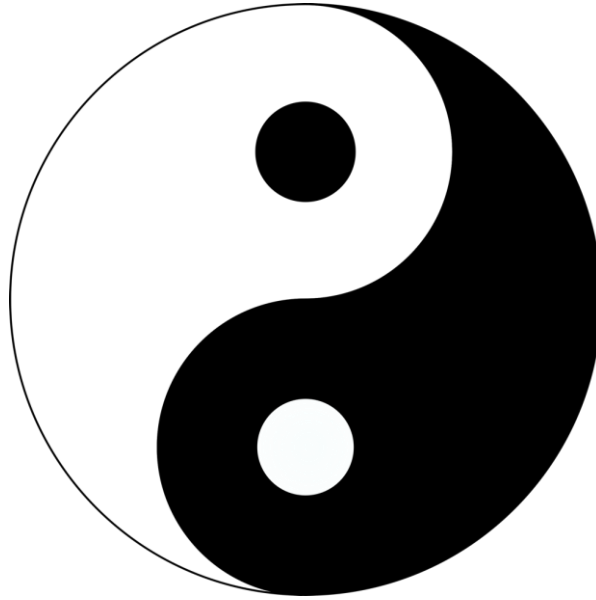
The POWER of CONTRAST

FEAR & GREED



SAFETY & ABUNDANCE

The POWER of CONTRAST SETUP



PAYOFF

[practice out loud]

OWN THE MOMENT

Name your Joy
Love your People
Get to the Point
Nail your Money Lines
Spike with Drama

OWN THE MOMENT

**Practice Practice
Practice Practice
Practice Practice
Practice Practice**

- Danielle D. Duplin

Thank You!

I'll be cheering for you
loud and proud 😊

Danielle D. Duplin

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