

SEMPROCONX19

The Challenge

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Two goals of my Presentation

1. Quick update on IpX
2. Assist you in receiving value from your time at SemproConX19

What's New at IpX HQ

New Course offerings

True North Calibration

Specialized workshops

Tool certification and support

So why are you here?

So why are you here?

Networking

Hear some new concepts

Visit with friends/coworkers who think like I do

So why are you here?

Get away from my boss

Brought my boss for education

My boss brought me

Research some software solutions

So why are you here?

Heard that there will be great food

Training

I need a break from work!

Interesting topics on the agenda

What can you do to at SemproConX
to make sure you receive

VALUE

Value = Return on investment

REALITY.....

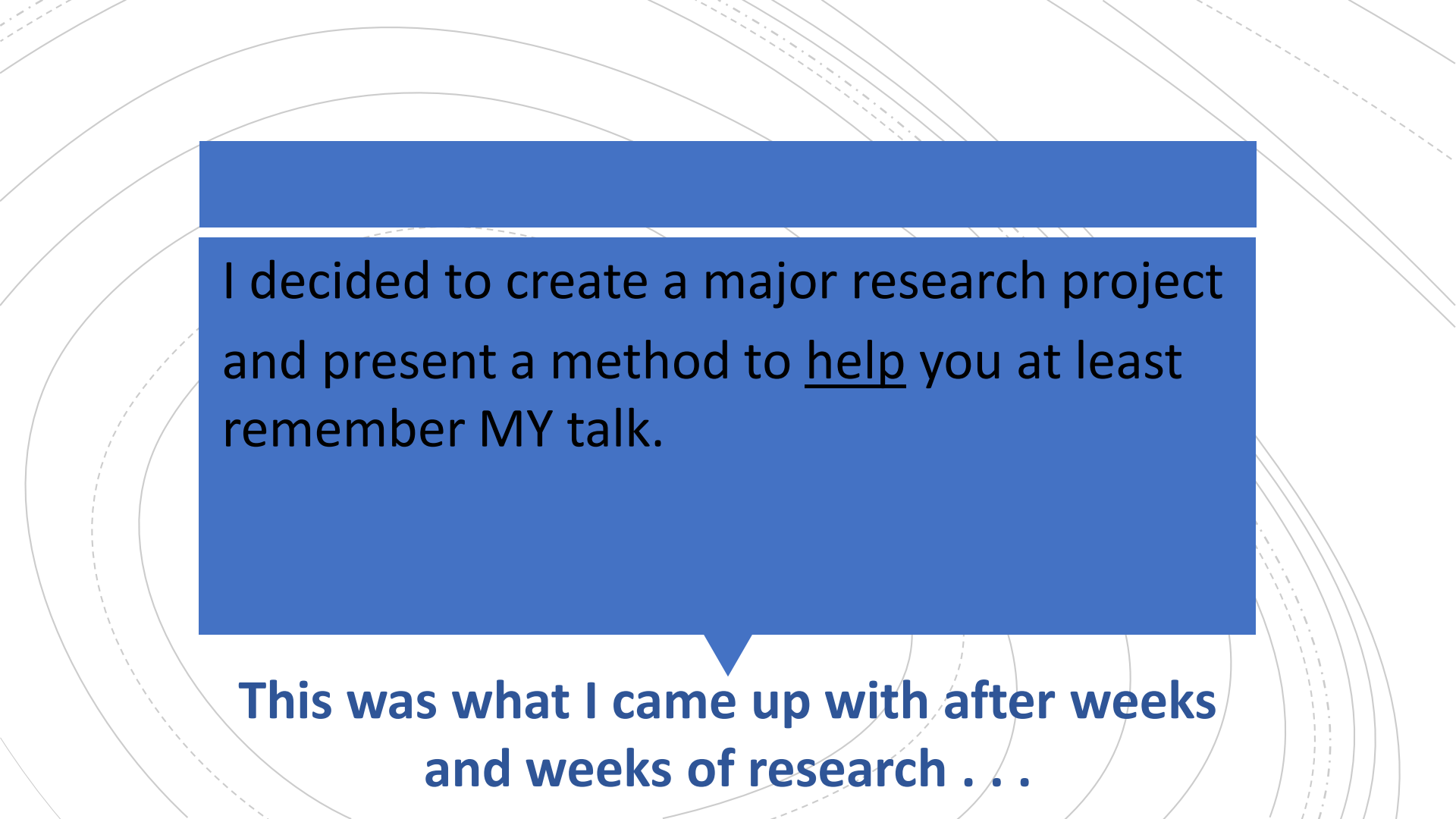
By tomorrow most of you will only remember 50% of what you hear today
by next week most will only remember 10%

SO to the conference presenters – don't be nervous, relax and have some fun, most of what you say won't be remembered

WHAT !!!! What if I have something to say that I want people to remember.

Presenters have a mission from within to share a vision with you, many have been on a journey similar to yours, they want to help.....

Hmmmmmm.....What can I do to help this situation.

The background features several concentric circles, some solid and some dashed, in a light gray color. A large blue speech bubble is centered on the page, containing the main text. The text is in a black, sans-serif font. The word 'help' is underlined. The overall design is clean and modern.

I decided to create a major research project and present a method to help you at least remember MY talk.

This was what I came up with after weeks and weeks of research . . .

An Impactful Presentation includes

1. A story – (preferably funny or emotional)
2. An analogy - the retention of a presentation is similar to a listener going on a vacation and sitting by the pool in either snow or sunshine, which will they remember?
3. Visuals (appealing)
4. Example: provide real world example that we can relate to
5. Repetition – replay the key points



**“GREAT”
ADVICE RAY
*BUT:***

I’m presenting today and your
advice is not timely at all

OR

I’m not a presenter so what
can I do to receive value

**If you want a
return on this
investment,
understand
this:**

- ✓ It is not so much what you hear but who you meet in the next 2 days. This could be a presenter to whom you talk to after their presentation, the person sitting next to you, a person you meet at lunch. It could be a Sponsor or Exhibitor who challenges your thinking about your current software tools or shows you a new way of automation based on best practices.
- ✓ It should be the understanding that we are all on a journey through life. Let's support each other and reach out with a helping hand
- ✓ Challenge yourself, take a chance, talk to someone, stop by the sponsors and exhibitors, conversation and learning are free.

**Take the time to step out of your
comfort zone.**



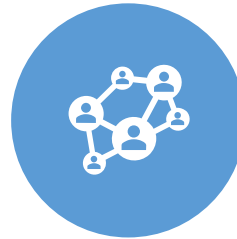
To help you get started we are going to do a small exercise



Spend the next 6 minutes meeting someone near you that you do NOT know. (3 minutes each)



Investing a few minutes might make you a lifelong contact or friend.....



THAT'S WHAT WILL MAKE THIS CONFERENCE VALUABLE AND MEMORABLE

So why are you here?

TO LEARN; BY CONNECTING WITH OTHERS AND SHARING AND LEARNING WITH THEM.

TO ACTIVELY LISTEN AND TO BE OPEN TO DIFFERENT IDEAS