

Here is a checklist for you. Mark every point and this will help you to be on the right track.

Module 1: Goal Setting

- ☐ Define your goal (Market, Medium, Message).
- ☐ Design your PowerPoint slides.
- ☐ Set the title of the presentation.
- ☐ Draft your presentation.

Module 2: Superstar Speaker in 3 Days

- ☐ Plan and structure your presentation.
- ☐ Rehearse your presentation.
- ☐ Get feedbacks.
- ☐ Figure out your own presentation style.
- ☐ Use of stories, jokes, and quotes.
- ☐ Record your presentation.
- ☐ Time your presentation.
- ☐ Remove fluff if you are overtime. / Adding points if your presentation too short.

Module 3: Compelling Speaking and Handling Audience

- ☐ Decide your role as the speaker.
- ☐ Enroll 100%.
- ☐ Keep your presentation short and direct.
- ☐ Use testimonies.
- ☐ Q and A session.

Module 4: Marketing From the Stage

- ☐ Save your time for pitching.
- ☐ Demonstrate value.
- ☐ Price Slashing Technique.
- ☐ Scarcity Technique.
- ☐ Seeding process.
- ☐ Address problem.
- ☐ Announce the solutions.
- ☐ Ask permission.
- ☐ Opener.
- ☐ Provide social proof.
- ☐ Call to Action.

Module5: How to Fill the Room

- ☐ Approach Event/Seminar Companies.
- ☐ Newspaper advertising.
- ☐ Email advertising.
- ☐ Facebook advertising.
- ☐ Conduct free preview.

Bonus 1: 6 Ways to Eliminate Stage Fright

- ☐ Focus on the audience.
- ☐ Remember your main message.
- ☐ Start with small group.
- ☐ Walk around the stage or exercise your muscle.
- ☐ Take a short pause and don't rush the presentation.
- ☐ Imagine familiar faces among the audience.

Bonus 2: Marketing with Webinars

- ☐ Keep it short to medium (45-60 minutes).
- ☐ Call to Action (link to another website or download page).
- ☐ Webinar software.
- ☐ Facebook advertising.
- ☐ Affiliates.
- ☐ Mailing list.
- ☐ One week per webinar.
- ☐ Morning webinar (10.00AM – 11.00AM Pacific Time).
- ☐ Tuesday, Wednesday or Thursday webinar.