

# Selling from Stage

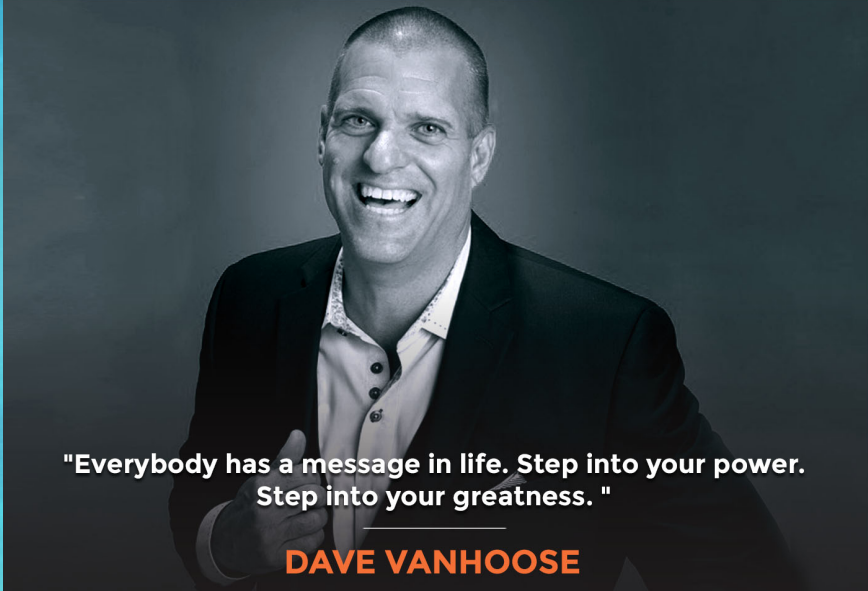
## 10 Point Checklist

**Dave Vanhooose**

Want to gain as much knowledge as possible out of Marketing Speak?  
Read on below for a **10 point checklist** that gives the next, real steps  
you can take to elevate your marketing to the next level.

**MARKETING SPEAK** 

HOSTED BY **STEPHAN SPENCER**



"Everybody has a message in life. Step into your power.  
Step into your greatness. "

**DAVE VANHOOSE**

# 10 STEPS YOU CAN TAKE TODAY

**Want to step up your marketing game?**

**Here are 10 steps that can move you closer to your goals – today.**

- Master the art of “storyselling”. Create a compelling story where I can take my audience with me on a journey. Remember that stories sell, facts tell.
- Tap into my authenticity by speaking the truth and allowing myself to be vulnerable. My audience can only truly connect with me when I’m relatable.
- Get off the stage. Don’t just stay in the podium but aim to touch people and build rapport.
- Build my story in a way where I can tell the journey of how my product or service transformed my life without sounding aggressive or pushy.
- Use the power of pause during a close. Don’t overtalk but give the audience a time to make a decision and take action when they’re ready.
- Don’t stay on stage at the end of my presentation but go to where the point of sale is. Dave recommends going to the back of the room and getting behind the table where people can make a buying decision.
- Carefully craft my perfect pitch. Pay attention to small details. Every little thing has a significant effect on the outcome of my presentation.
- Understand that there are five key strategies in becoming a presentainer: get people to raise their hand, write something down, stand up, repeat after me and turn to their neighbor.
- Join Dave’s class called How To Become a Presentainer and utilize powerful techniques that will elevate my speaking and speaking business.
- Participate in Dave’s various events such as Group Power Day workshop where I can enhance my skills in writing PowerPoint, Build The Box, marketing and funnel workshop.