



## Presentation Engagement Plan

Name: \_\_\_\_\_

Customer Opportunity: \_\_\_\_\_

Presentation Date \_\_\_\_\_

<u>Element</u>	<u>Time*</u>	<u>Questions</u>	<u>and/or</u>	<u>Other Types of Engagement</u>	<u>Status</u>
Opening:	_____	_____		_____	_____
Agenda:	_____	_____		_____	_____
Topic 1:	_____	_____		_____	_____
Topic 2:	_____	_____		_____	_____
Topic 3:	_____	_____		_____	_____
Topic 4:	_____	_____		_____	_____
Topic 5:	_____	_____		_____	_____
Topic 6:	_____	_____		_____	_____
Topic 7:	_____	_____		_____	_____

Topic 8:	_____	_____	_____	_____
Topic 9:	_____	_____	_____	_____
Topic 10:	_____	_____	_____	_____
Closing:	_____	_____	_____	_____
Call-to-action:	_____	_____	_____	_____
TOTAL:	_____	_____	_____	_____

\*Try to keep under 7 minutes. You may need to break up a topic into sub-topics.