Coached 1000+ Startups

RAISED OVER €300 MILLION

Best 3 Minutes

Best 3 Minutes

Media trainer and given
100S OF CAMERA INTERVIEWS

TED^xGateway
x = independently organized TED event

Abbott

QUESTIONS?

Best 3 Minutes

best3minutes.com

THE PLAN

You as a presenter.

Body language for your video presentation.
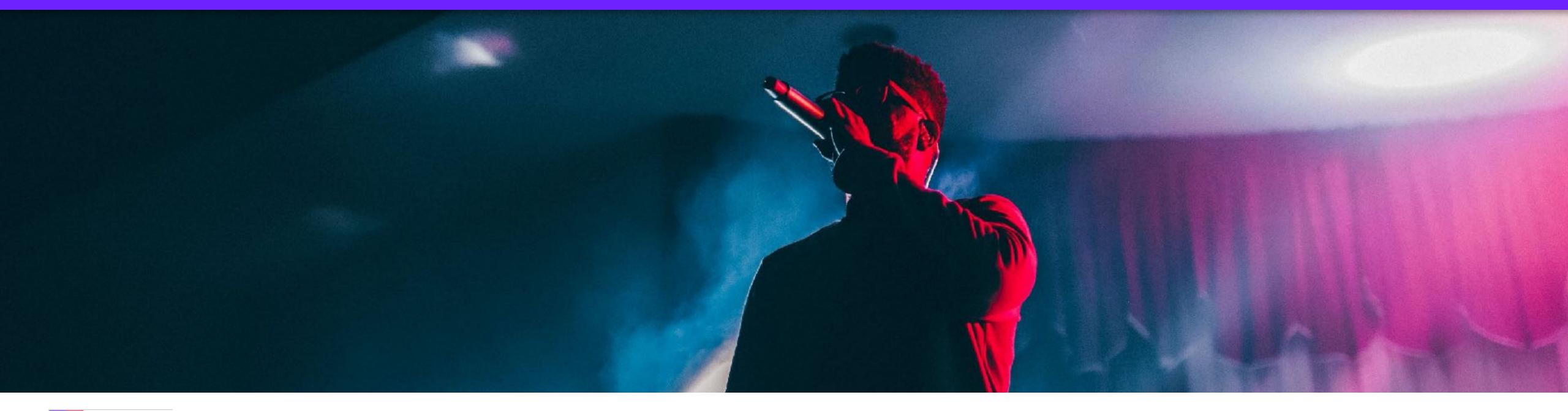
Video format.

Technical elements.

Using your voice to engage and influence.

Best 3 Minutes

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How might you want to come across **AS A PRESENTER?**

Sergio Santvoort van Horst
BUCKETLINE
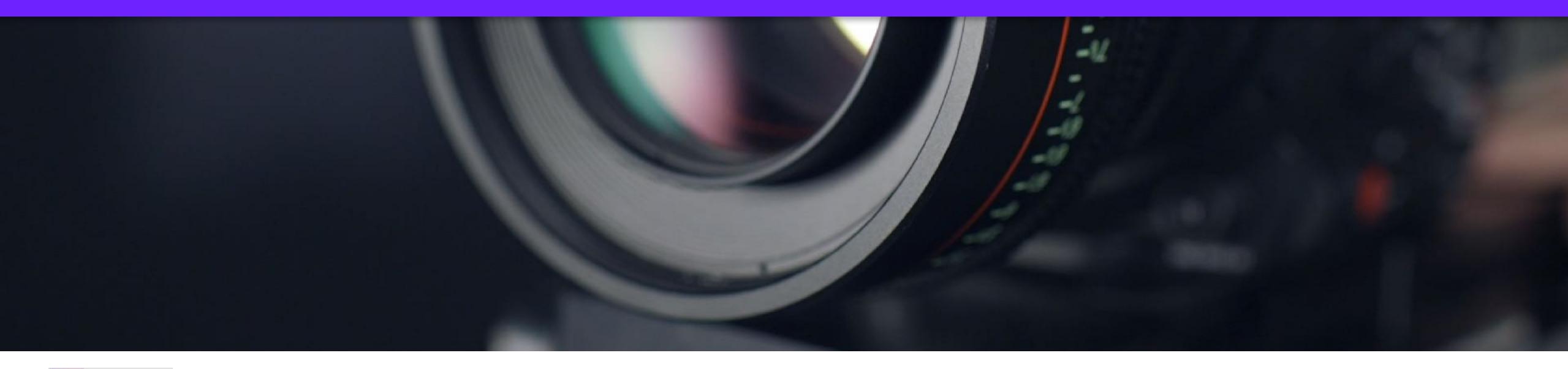
What about
BODY LANGUAGE?

Body language still matters for

THE CAMERA
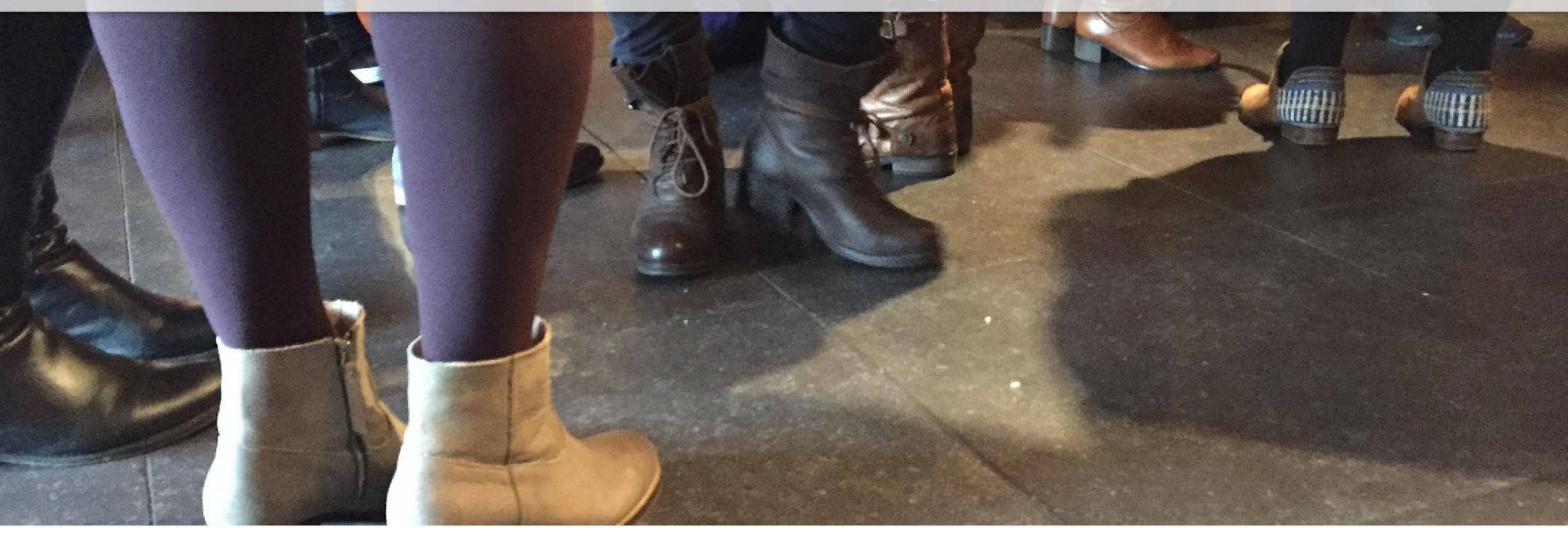
MAKE A CHANGE WITH
POSTURE

Best 3 Minutes

best3minutes.com
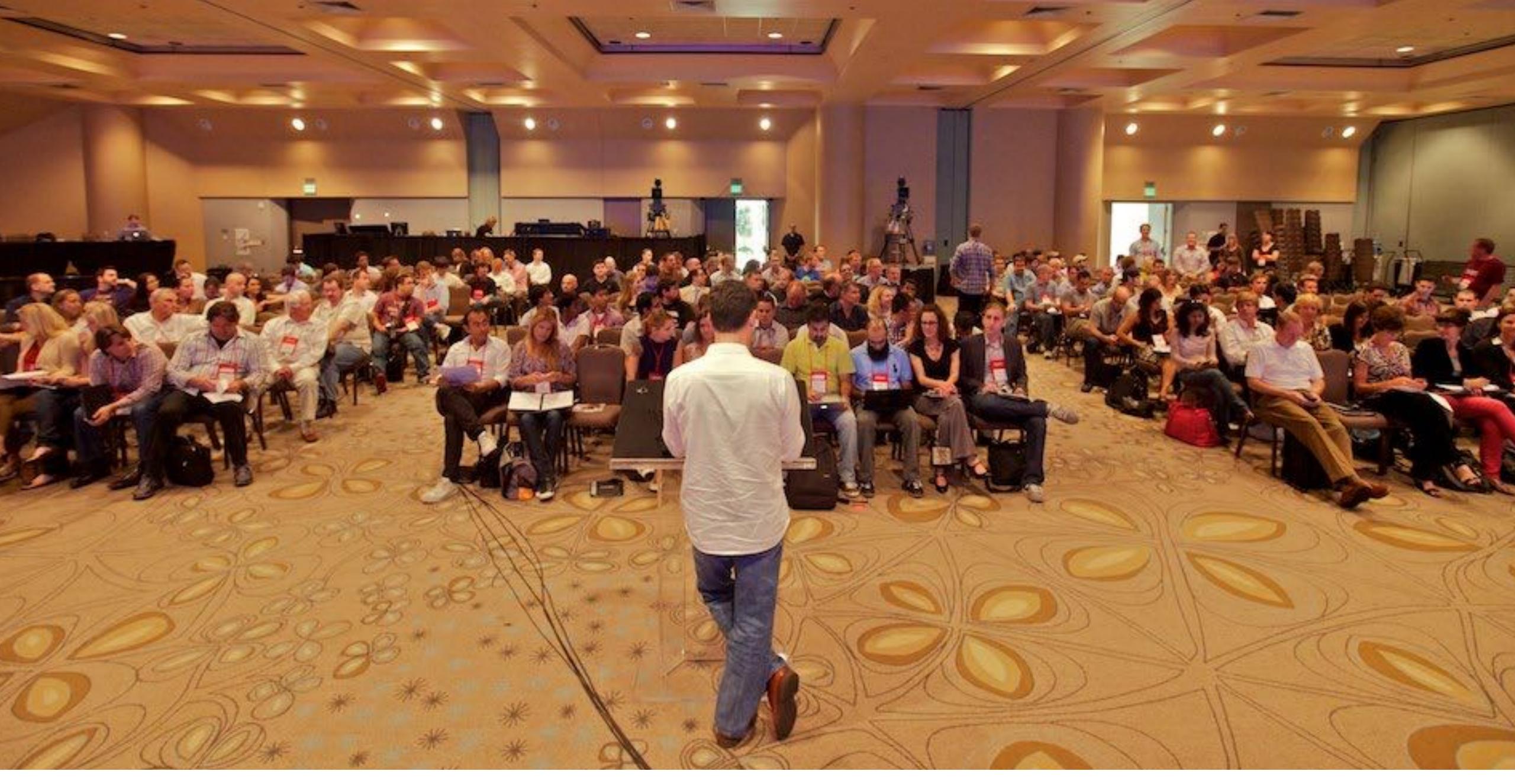
Distractions with LEGS & FEET

Best 3 Minutes

best3minutes.com
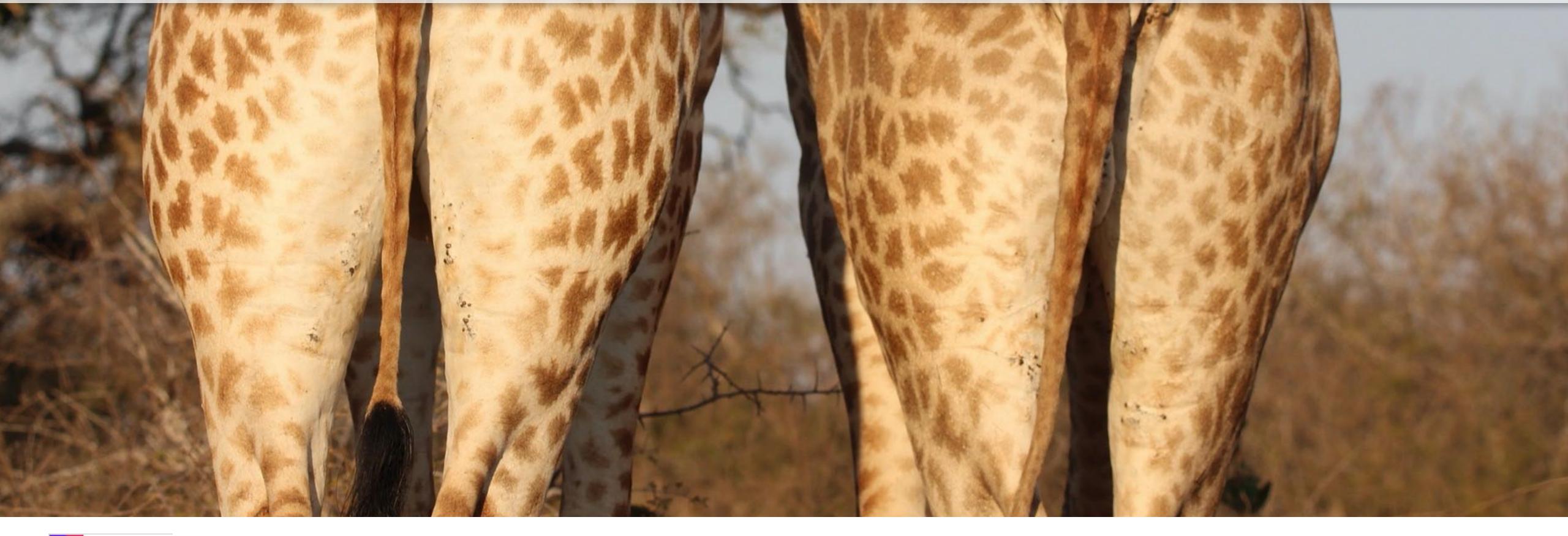
Avoid the
LEAN

Look out for the
SWAY

Best 3 Minutes

best3minutes.com

What do I do with my
HANDS?

Do's

Put emphasis on the words that matter

Do's

Put emphasis on the words that matter

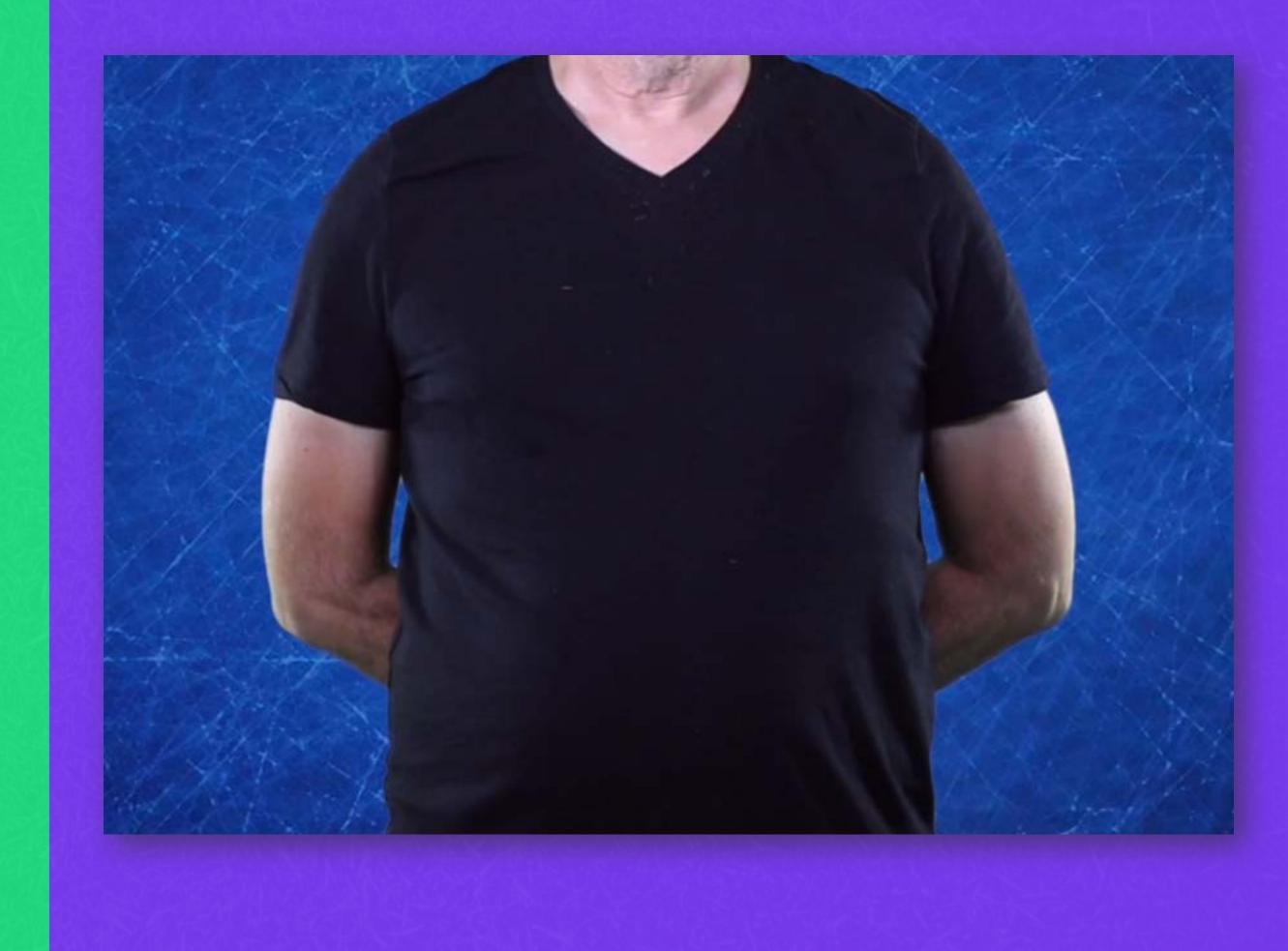Show the number

Do's

Put emphasis on the words that matter

Show the number

Palms up & palms down

Best 3 Minutes

Do's

Put emphasis on the words that matter

Show the number

Palms up & palms down

Find a 'rest' position when you are not emphasising

Best 3 Minutes

Don'ts

Behind back

Best 3 Minutes

Don'ts

Behind back

In Pockets

Don'ts

Behind back

In Pockets

On Hips

Don'ts

Behind back

In Pockets

On Hips

Across Body

Best 3 Minutes

Get used to holding a
CLICKER

Best 3
Minutes

Put the camera at
EYE LEVEL

Best 3 Minutes

best3minutes.com

To improve body language
FILM YOURSELF PITCHING
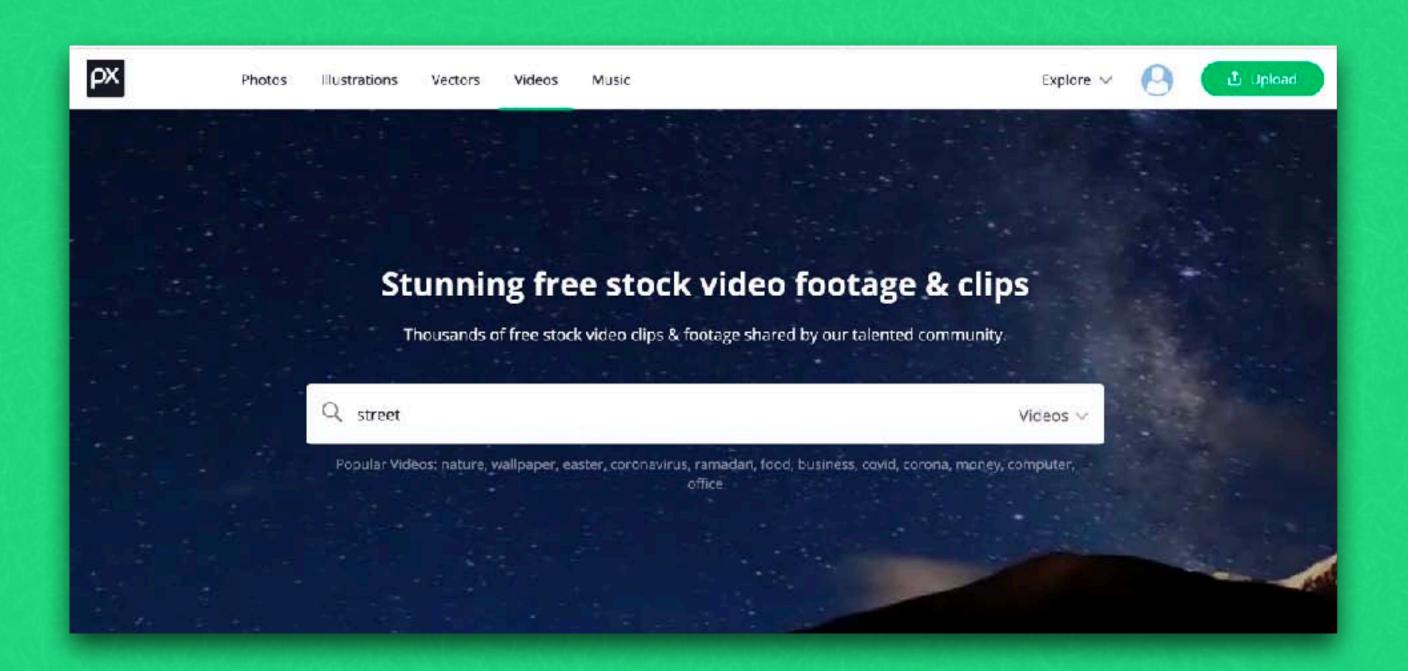
Two biggest influences on
VIDEO PITCHES

Video
FORMAT

Your
VOICE

Best 3 Minutes

best3minutes.com

Free Video Resources
PIXABAY.COM

Creative Commons - Commercial Use

Best 3 Minutes

Analysis Mode

TECH CHECK

Best 3 Minutes
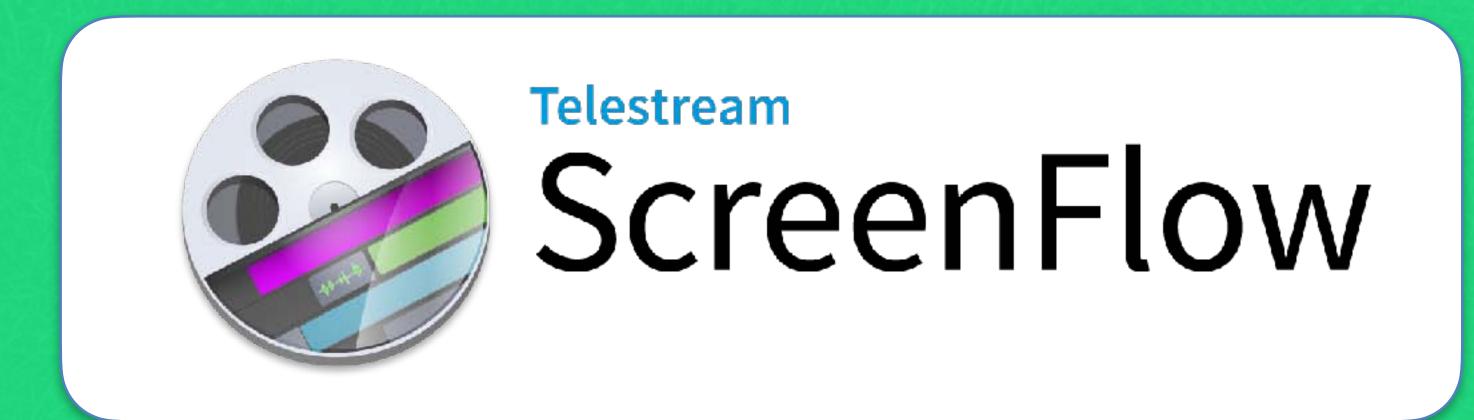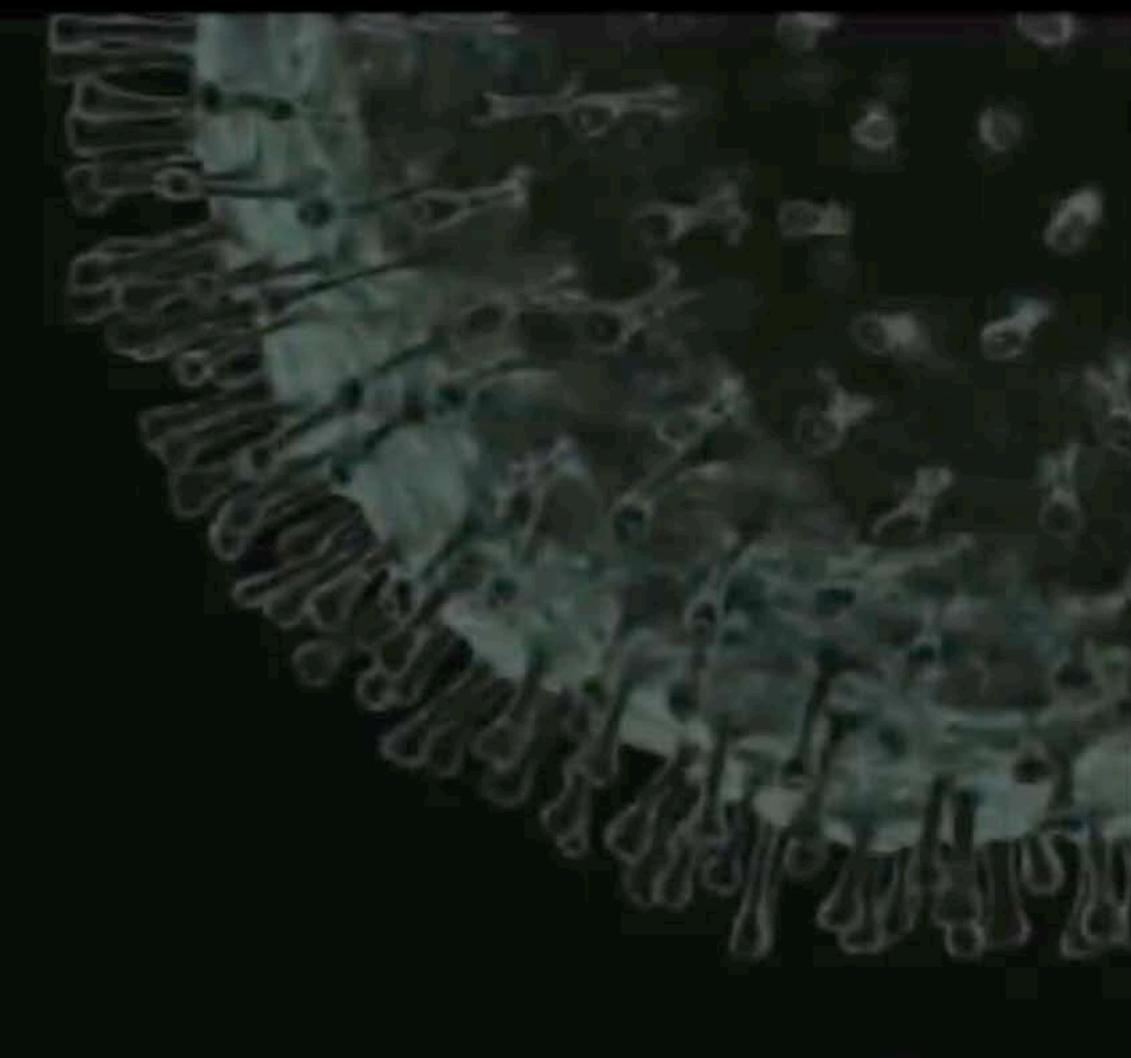
TECH CHECKLIST

Check camera height

Environment check

Lighting

Do the slides look OK?

Does the audio sound OK?

Are using a clicker?

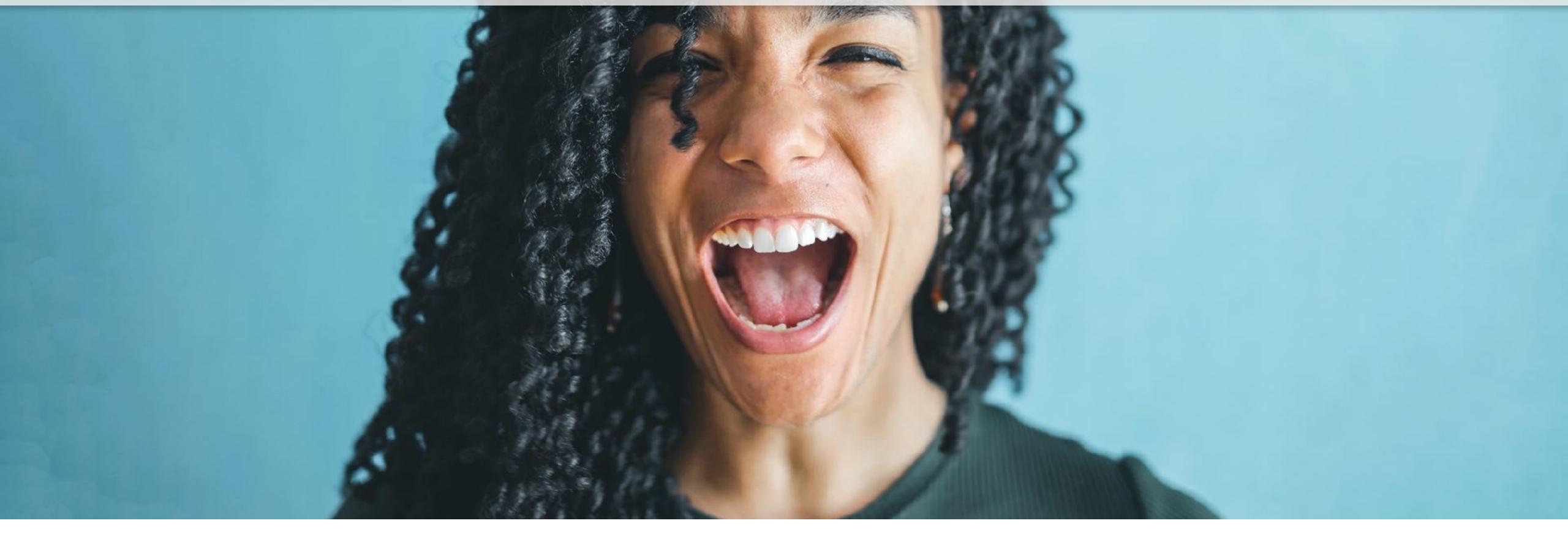Will you use a microphone? Handheld or headset?

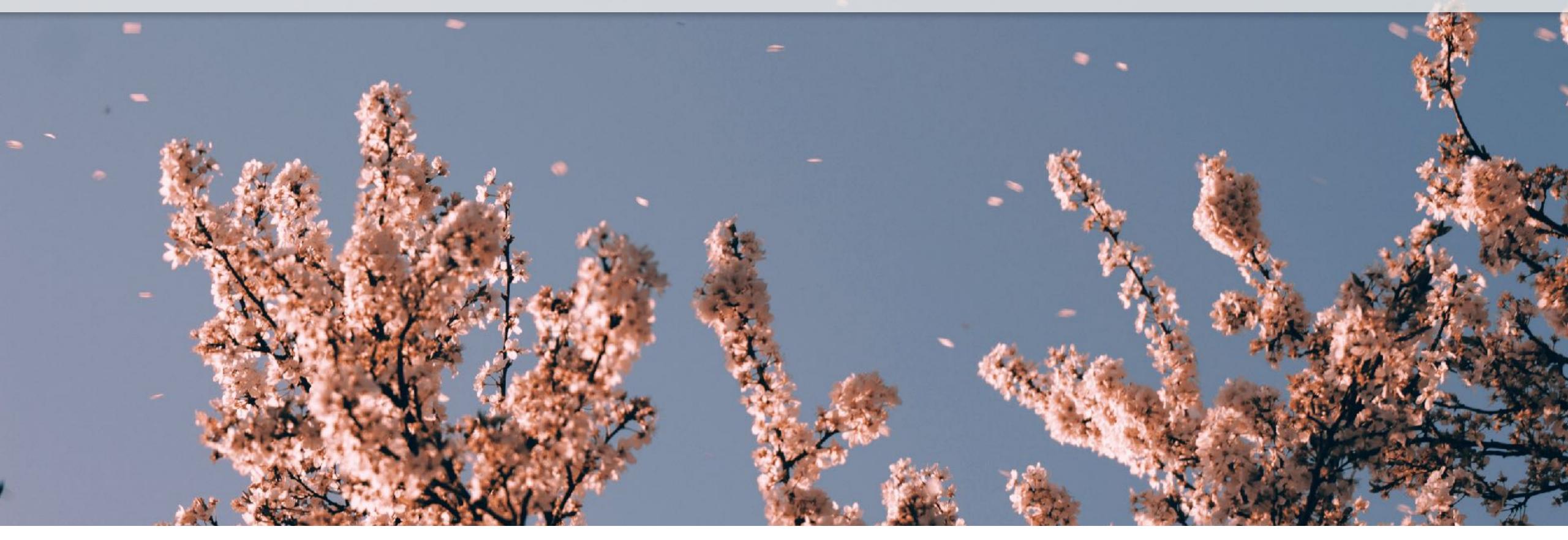Best 3 Minutes

Two biggest influences on
VIRTUAL PITCHES

Your
VOICE

Best 3
Minutes

best3minutes.com

You have the most effect with your
VOICE

Best 3 Minutes

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Its all starts with the
BREATH

Best 3 Minutes

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ACTION STEP

Breathe from the belly.

Place your hand on your belly.
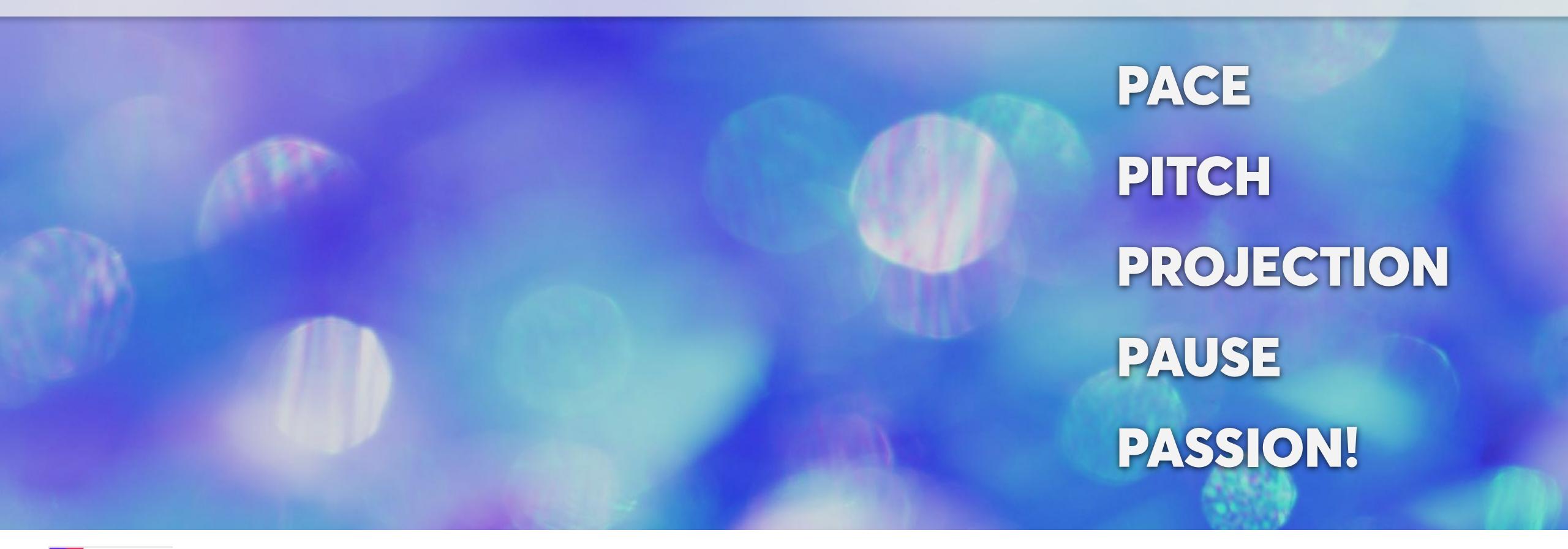
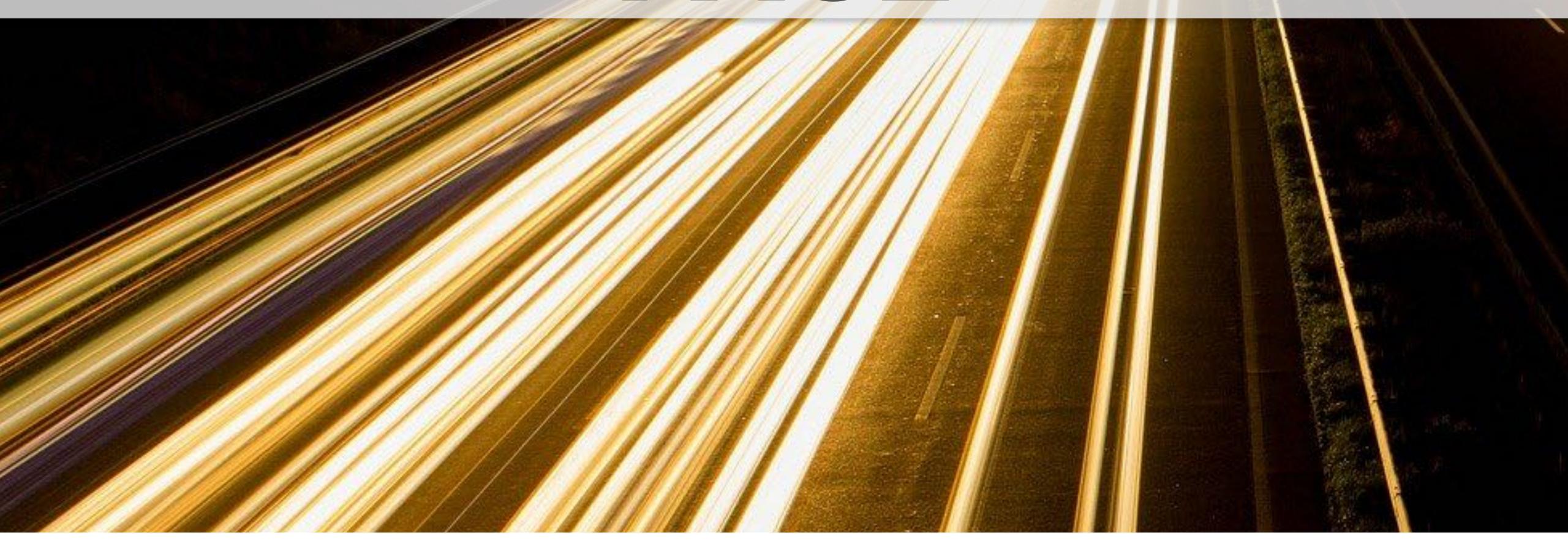As you breathe in, push out.

As you breathe out, contract.

Repeat x 4

Best 3 Minutes

Use
THE 5 P'S

PACE

PITCH

PROJECTION

PAUSE

PASSION!

Keep them engaged with
PACE

Best 3 Minutes

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Add some variety with

PITCH

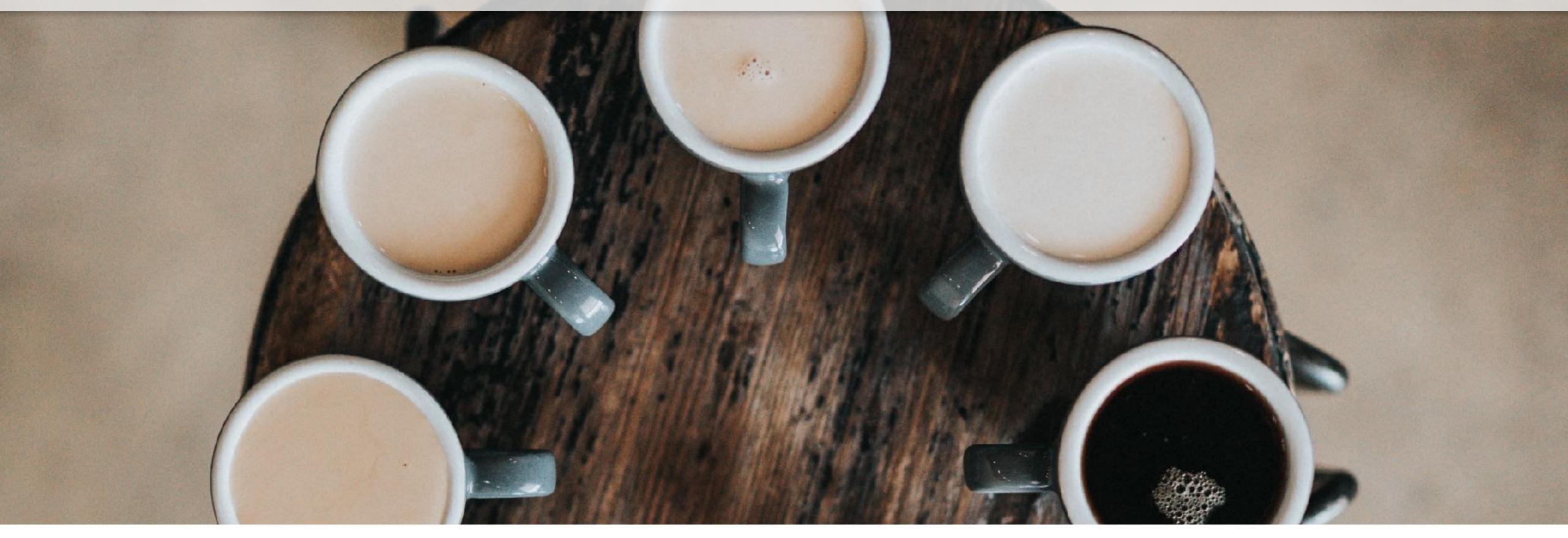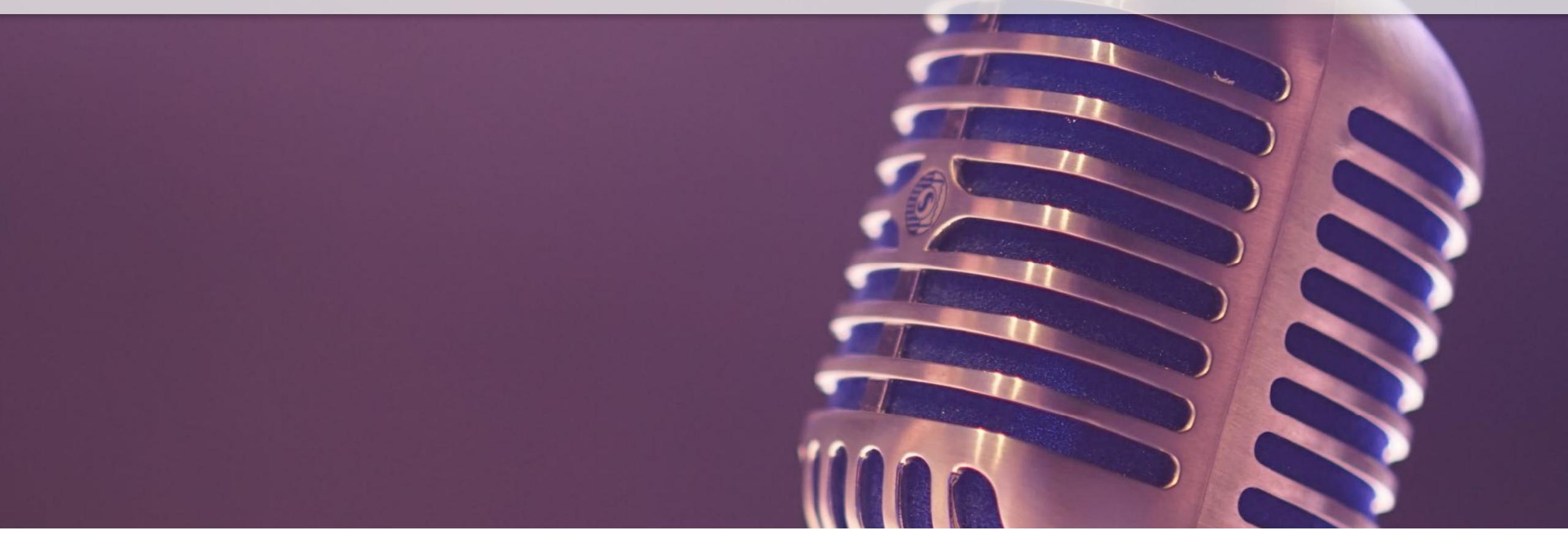# ACTION STEP

Intonation exercise

SAY THE FOLLOWING

'I think that Digitale-Bauwoche is a great programme and I've made so many fantastic connections!'

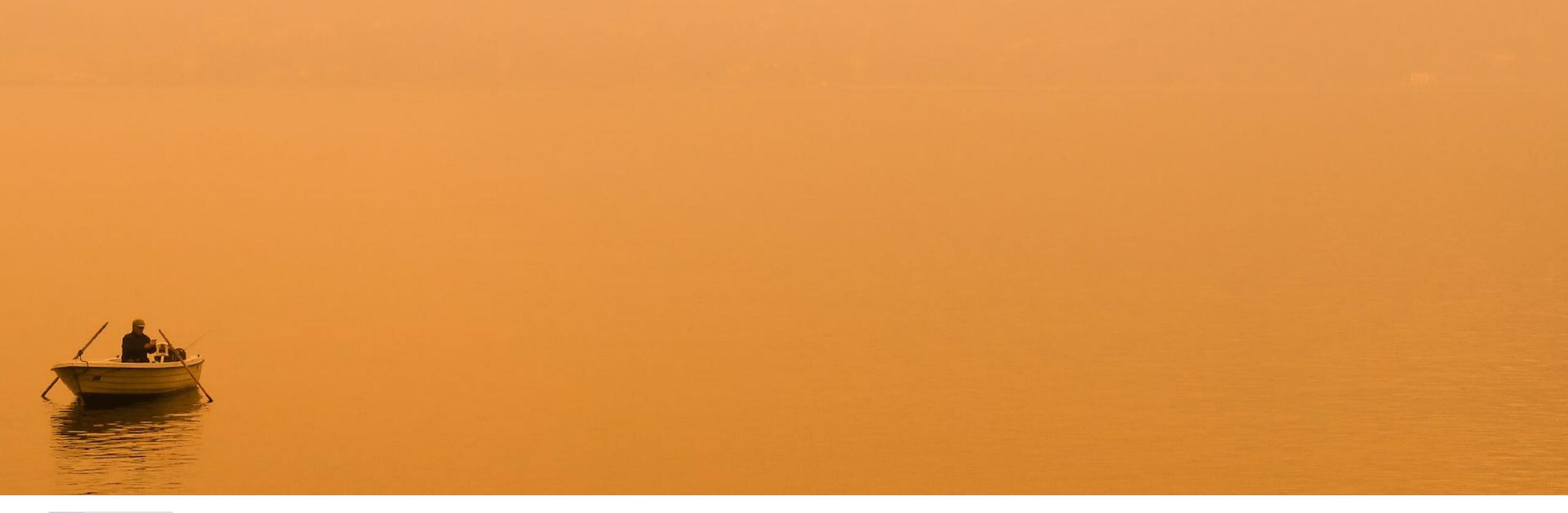Best 3 Minutes

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Let them hear you with
PROJECTION

Trust in the
PAUSE

Best 3 Minutes

best3minutes.com

ACTION STEP
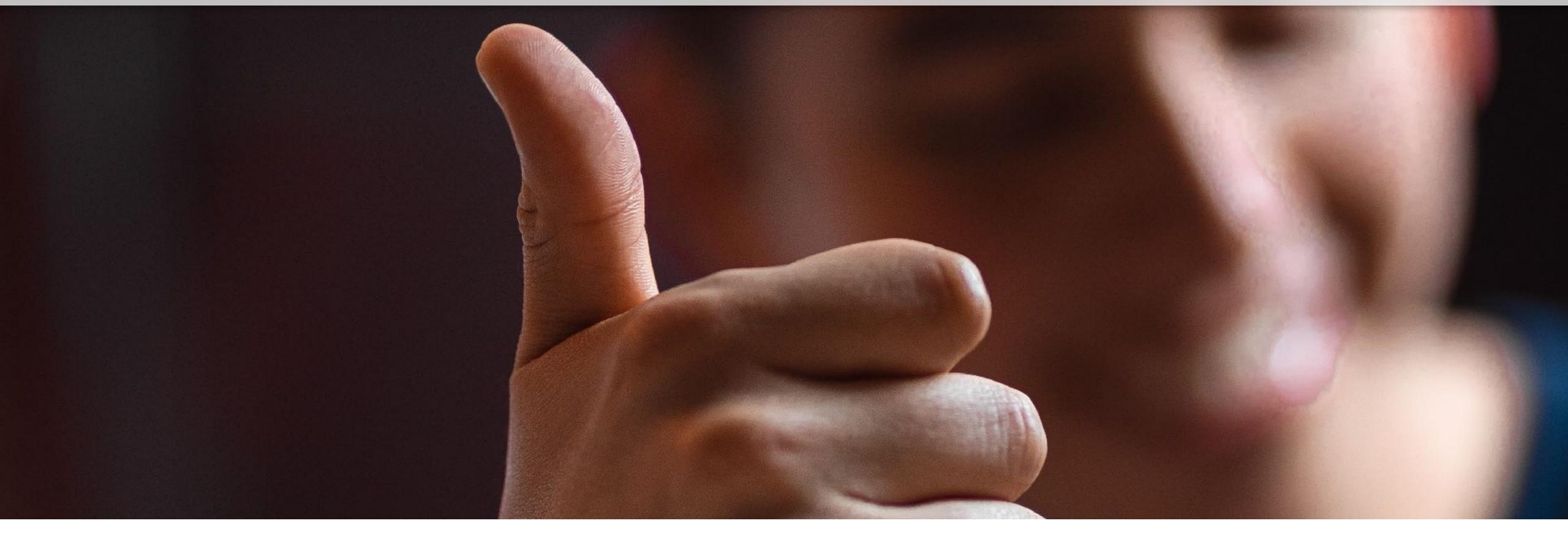
Go through your presentation script.

Find one or two places where you can pause to create effect.

Mark (pause) around key words.
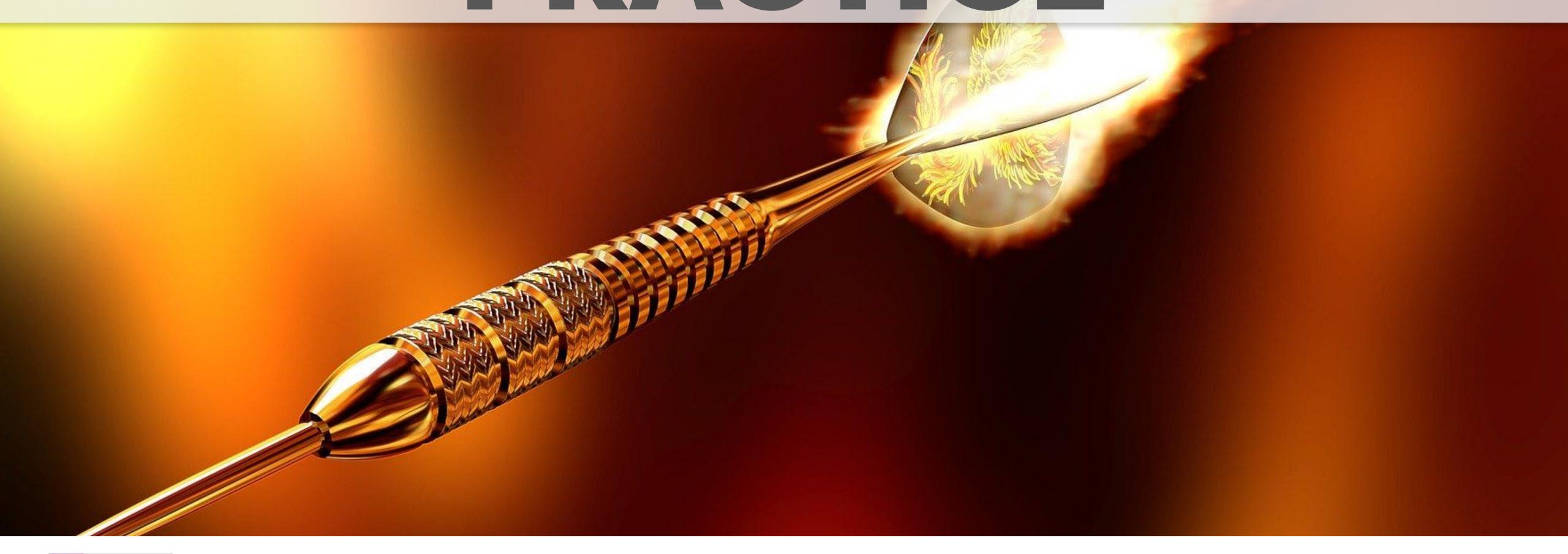
Best 3 Minutes

Remember to show your
PASSION!

Best 3
Minutes

best3minutes.com

Connect with
THE WORDS

Practice, Practice
PRACTICE

Sudha Kheterpal

Sudha@thepitchcoach.co.uk

Connect with me
Linked **in**

Thank you!