



## CREATING A KICKASS PRESENTATION

### Success Map Milestones

Milestone	Objective	Outcomes in your business
1	<b>Understand your customer</b> Every customer is different. They are all trying to sell food but they have their own way.	
2	<b>Plan your strategy</b> Clarify what you are trying to accomplish.	
3	<b>Build your sales plan</b> It is your job to sell your products. Illustrate how this will happen.	
4	<b>SKUFood agenda</b> Cover the right topics in the right order.	
5	<b>Budget your time</b> Use our simple strategy to ensure you cover all of your content and finish on time.	
6	<b>Sample like a pro</b> The most important demos you will ever have. Our checklist and suggestions will reduce the stress and ensure you sample like a pro.	
7	<b>Make your last impression a good one</b> Leave with a WOW to ensure they have confidence and are excited to execute the plan.	
8	<b>Clarify outcomes</b> Everyone needs to leave the meeting with a clear understanding of what they will do and when.	

