

## Introduce yourself in ONE MINUTE!

Prepare your ONE MINUTE presentation! Keep this essential information in mind to effectively craft your pitch or 'business proposal' in a minute.

### 1st: Guidelines for your presentations within the group

- One-on-one introductions: Each member takes turns introducing themselves in one minute.
- Members with two seats: If a member occupies two seats, he or she has two consecutive minutes for his or her presentation.
- Order of presentations: Guests come last, after all members of the group, followed by members of RM.
- Variety in presentations: Change the layout of your products and services every three weeks.
- Avoid repetition: Don't repeat your slogan or catchphrase all the time.

### 2nd Clarification of your offer for the group;

- Understand your offering: Know exactly what products and services you offer.
- Identify your target customer base: Understand who the potential customers are for your products and services.
- Know the usefulness of your offerings: Understand how your products and services can solve their problems.

## Your minute!

1. **Surname, first name and company.**
  - Adopt an energetic attitude while remaining authentic.
2. **Presentation of a specific product or service.**
  - Focus on a single product or service.
  - Avoid mentioning everything.
  - Highlight the benefits of this product or service.
  - Include any current promotions
3. **Express your current needs.**
  - Direct your request to an immediate need that requires the help and attention of your network.
  - This can be about products, finding customers, the need for labor, assisting with a project, etc.

## Keys to Success

- Pre-meeting preparation: It is essential to be well prepared before each meeting.
- Be memorable: Your goal is to leave a lasting and positive impression on the people you meet.
- Consistent Practice: The importance of practice cannot be underestimated. Practice, practice, and practice some more to perfect your presentation.
- Using a Tagline or Catchphrase: If you're attending a group or meetup for the first time, this is the perfect opportunity to use a memorable tagline or catchphrase.

## Template

Hi, I'm [Your Name], founder of [Company Name], a company that specializes in [brief description of your field].

Our flagship product, [Product Name], specifically helps [brief description of the problem it solves]. What distinguishes [Product Name] is [mention a key benefit]. Currently, we offer [mention a promotion or special offer, if applicable].

Right now, I'm looking for [express a specific need].

Thank you for your attention, and I look forward to working with some of you.

## Example

Hi, I'm Clara Dubois, founder of GreenInnov, a company specializing in sustainable energy solutions for homes and small businesses. Our flagship product, SolarSmart, is an innovative solar system that not only reduces energy costs, but is also easy to install and environmentally friendly.

Currently, we offer a free consultation to assess how companies can integrate sustainable solutions into their operations. What I'm actively looking for right now is a partnership with architects and real estate developers who are interested in integrating sustainable technologies into their projects. We are looking to collaborate on pilot projects to demonstrate the efficiency and added value of SolarSmart in modern constructions.

If you have contacts in these sectors or know professionals interested in innovative energy solutions, I would be delighted to discuss collaboration opportunities with them.

Thank you for your attention, and I hope to find opportunities for mutually beneficial partnerships here!

**« Directing to an immediate need that requires the help and attention of your network. »**

***Danny Couturier, VP. GR international***