

Evaluate Your Final Presentation

1 = Strong; 2 = Satisfactory; 3 = Needs Improvement

Presenter's Style

- Teamwork _____
- Voice _____
- Eye contact _____
- Body language _____
- Conviction _____
- Enthusiasm _____
- Dress _____

Graphic Support

- Effectiveness _____
- Impact of design _____
- Quality _____
- Easy to read _____
- Presenter's use _____

Content

- Organization _____
- Personalization _____
- Clarity _____
- Benefits to prospect _____
- Product knowledge _____
- Interest _____
- Brevity _____
- Credibility _____
- Completeness _____

Questions

- Listening skills _____
- Accuracy _____
- Brevity _____
- Responsiveness to prospect's needs _____
- Overcoming objections _____

Close

- Asked for questions _____
- Summarized benefits/distinctions _____
- Asked for action _____