

# T1V

## T1V WEBINAR SERIES

How to Make Amazing Presentations  
with ThinkHub

2017

# ThinkHub™ Use Cases



**BRAINSTORMING  
AND IDEATION SESSIONS**



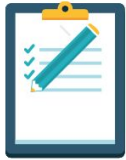
**REMOTE COLLABORATION  
AND WORKING SESSIONS**



**PRESENTATION +  
SALES DELIVERY**



**INTERACTIVE  
VIDEOCONFERENCING**



**STRATEGIC PLANNING**



**DATA VISUALIZATION**



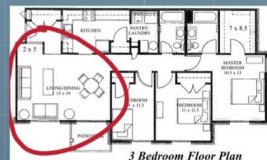
**PROJECT MANAGEMENT**



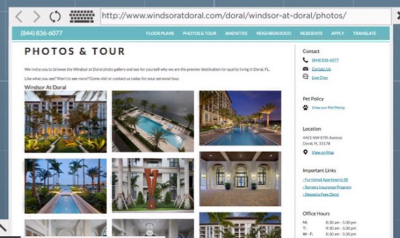
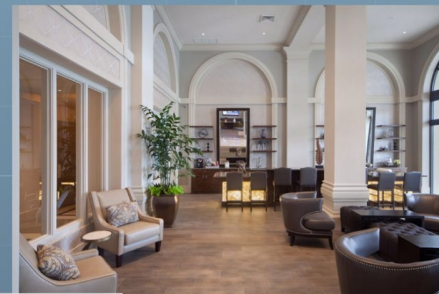
**PROTOTYPING**

This will  
make an  
impact!

TIV EXPERIENCE  
INTERACTIVE



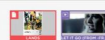
3 Bedroom Floor Plan



APPS



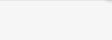
MEDIA



MENU



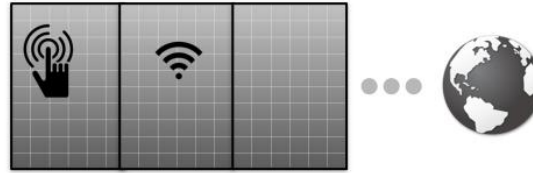
DEVICES AUTO



APPS

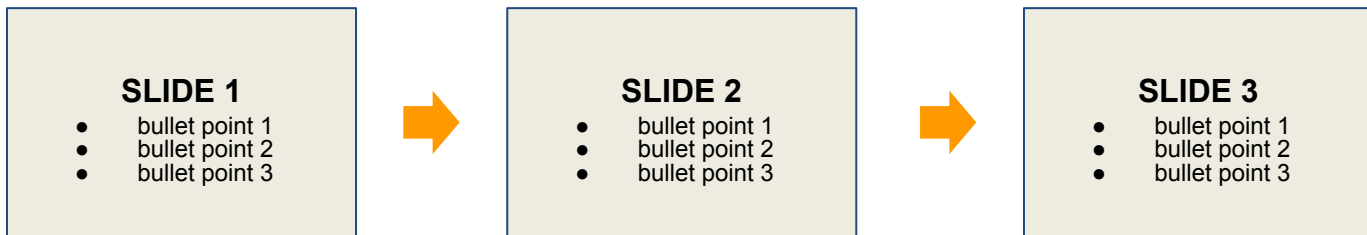


# Presentation Tool Evolution

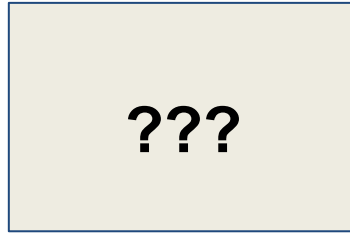
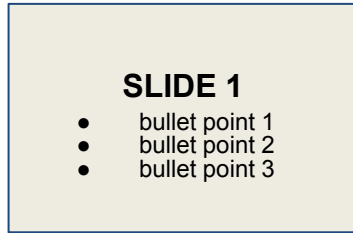


software  
plays an  
increasingly  
important role

# Presentation flows + formats haven't changed drastically in over 50 years



# What happens when your audience asks for something NOT covered in your deck?





Today...

**rich content comes in many  
forms and can be pulled from  
so many different places**

51° 03 Wednesday 7:52 AM  
Jamaica Conf Room  
10.2.1.130  
KTV-BXHU  
3029

WEB

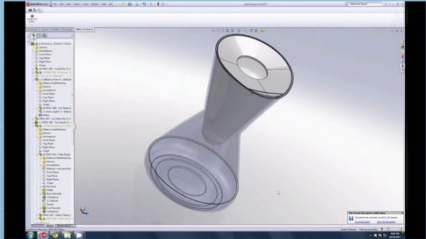
VIDEOS





DRAWINGS

DOCUMENTATION





APPS  
BROWSER NOTE SKETCH

MEDIA

MENU DEVICES AUTO

APPS  
BROWSER NOTE SKETCH

T1V EXPERIENCE  
INTERACTIVE



# Presentation Types

## Persuasive

**Purpose:** to convince your audience to take a suggested action

← ..... The Sales Presentation

## Instructional

**Purpose:** to give specific directions or orders

## Informative

**Purpose:** to provide information



**“Sell me this pen...”**

# Sales Styles

## Creating + Solving Problems

I know that you love dogs. The local animal shelter needs one more signature for an important petition in order to stay open. Can you sign it?

## Solution-Based Selling

Use pens to write down grocery lists, letters, notes, birthday cards, [...]

## Feature-Based Selling

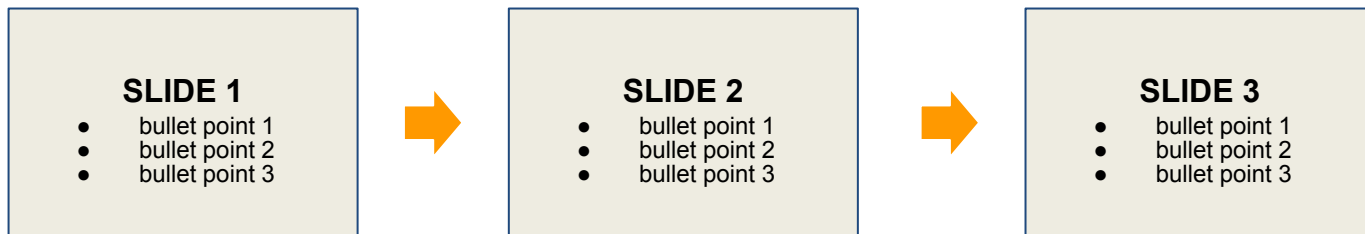
I have red pens, blue pens, ballpoint pens, fountain pens, [...]

“Most people think ‘selling’ is the same as ‘talking’. But the most effective salespeople know that *listening* is the most important part of their job.”

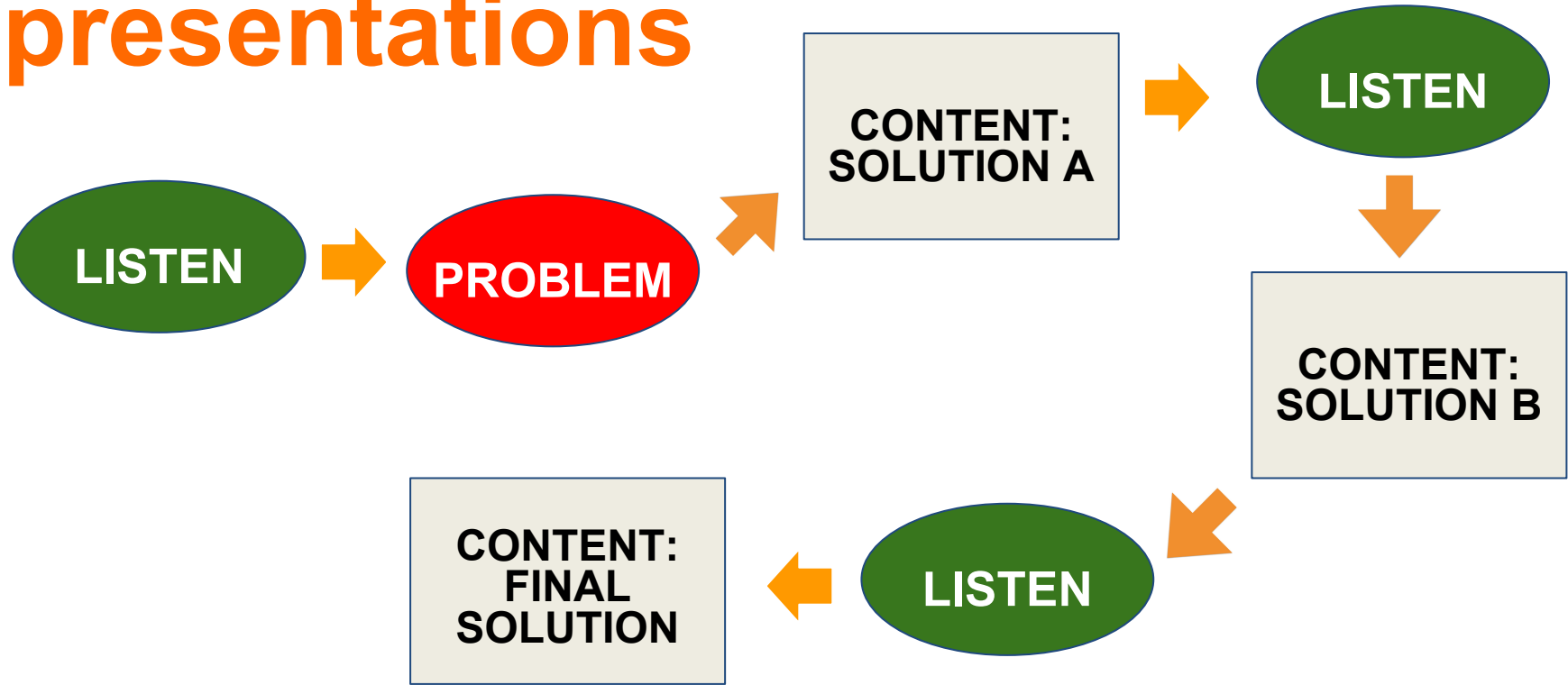
- Roy Bartell

**QUESTION:** How can you listen and incorporate feedback **immediately** into your sales presentation?

# OLD: Linear + rigid sales presentations



# NEW: flexible + adaptive sales presentations



**Use ThinkHub to  
create engaging sales  
presentations that  
people will never  
forget.**





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