

Before We Start...

- If you have any specific pain and/or grief...put it on the HELP!!! Wall (The WebEx® Chat)
- We'll see if we can't ease your pain... as a group!



Making Meeting Magic *an APEX SYSTEMS webinar*

Carl Pritchard
carl@carlpritchard.com



Our Objective...

- Before we break today, you'll have *at least* five new approaches, behaviors, tricks, gimmicks, strategies, or game plans to put some serious magic into your next briefing.`

AND... You'll get out on time
AND... You'll remember the names of at
LEAST four other people in the room



Opening Tricks...

- ❑ Promises, Promises
- ❑ Energy and Personalization
- ❑ Reinforcement, Affirmation and AMEN!



The Virtual Name Tent



Carl Pritchard
Frederick



Nancy Pritchard
Syracuse



Lee Lambert
Columbus



Ginny Perkins
Pune



Chris Holm
Portland



James Leonard
Pittsburgh



Jonathan David
Chennai



The Opening Moments



- Thirty Seconds to Glory?
 - ❑ When we're done...here's what victory looks like
 - ❑ Look to your left and right – you *need* them
 - ❑ ***BREAKTHROUGH! Ebola Vaccine***
Discovered at Detrick (June 6, 2005)



The Timing and the Breaks

- ❑ Slide pacing and Ms. Slide-Counter
- ❑ “On time” and what it looks like
- ❑ Long work...shorter work....shortest work
- ❑ Acknowledging Mr. Busy



The ~~W~~MBS?

- ❑ Breaking work down into manageable chunks
- ❑ Progress points!
- ❑ Discrete, with clear outputs
- ❑ As with time, shorter and shorter is better and better



Stories and Analogies

Rules

- Short and sweet
- In a context (or brought in)
- With history and texture



Sources

- *Brewer's Dictionary of Phrase and Fable*
- *The Darwin Awards*
- *Chamber's Dictionary of Etymology*
- *The FNP*
- *YOU!*

Building Discussion

- ❑ MBTI and I v. E
- ❑ The danger of TLAs and ETLAs
- ❑ Magic hats and how to wear them
- ❑ The Crawford Slip and a cheap presenter's trick



15 Seconds...



Have You AHA'd! Lately?



When Is It Out of Control?

The signs

- _____
- _____
- _____
- _____
- _____



Closing with Success

- Goals achieved
- Items checked
- Relationships built
- Action items *going forward!!*

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____



Always with a Future

- Affirm the successes
- Close with the positives
- Create/enable the connections

Carl Pritchard
carl@carlpritchard.com
301-606-6519
www.carlpritchard.com



PDU Magic!

- MEETMGCP1
- <http://ccrs.pmi.org/>
- Don't add additional info...just the code
- Now, if the system gives you a headache...wait one week...and the newer code is...
- MGCMEETP1

