



geoconvention

Calgary • Canada • May 7-11

2018

Presentation Skill to engage your audience - A Behaviour Prospective

Dr. Wael Badawy P.Eng

Summary

Behavioural Emotional Engagement Trigger "BEET" is a step-by-step system to energize your presentation, engage your audience, and stimulate behaviour to foster actions. BEET is an integrated technique to proactively address rejections, overcome objections, and close to the next step.

This presentation shares the art and science of selling through presentations, overcome objections and close deals. The power of words and the tiggers to engage your audience towards an action.

It provides the tools and techniques to master BEET apply the techniques and celebrate your achievements.