

# D32 Member Education Guidelines

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- D32 will provide a schedule of Member education spots
- If we have two member presenters, each presentation can last up to 15 minutes with 5 minutes for Q&A. If we have one presenter, the presentation can last up to 30 minutes with 10 minutes for Q&A.)

## What works

- Preparation – the more, the better; imagine you are educating your ideal customer
- Education – stick to 3 core points that you'd like to get across your audience
- Share stories – Add photos, tell us your story
- Share your expertise
- Handouts
- Audience participation and questions
- Tell us WHY you do what you do
- Eye contact

## What doesn't work

- Selling
- Trying to tell us everything in one presentation
- Lack of preparation
- Reading from sheets – you must know your topic – use note cards
- Running out of time (this demonstrates a lack of preparation)

## Important Reminder:

To ensure a smooth and professional experience for everyone, all presentation slides must be submitted **at least 48 hours before the meeting**. If we do not receive your slides by then, you will need to present **without them**.

This policy is in place because we share the final deck with Circle Leaders in advance.

Thank you for your understanding and cooperation!