



Sales and Marketing Toastmasters Club

Where leaders are made

Wednesday, August 14, 2013

President's Opening Remarks – Jeff Shaw	2-3 minutes
Toastmaster – Dave Giguere	2-4 minutes
Grammarians/Word of the Day – Curt Johnson	2-3 minutes
Sales Tip – Donna Denio	3-4 minutes
Speech Tip – Donna Denio	3-4 minutes

PREPARED SPEECHES

- | | |
|---|--------------|
| 1. Lei Reilley – To be announced | 5-7 minutes |
| 2. Ilan Vagenshtein (Guest) – Title: “The Sting”
CC #4, How To Say It | 5-7 minutes |
| 3. Donna Denio - Title: “Engaging Difference Can Help Your Bottom Line”
Speech #5, Entertaining Speaking manual; Speaking After Dinner | 9-10 minutes |
| 4. Jeff Shaw – Title: “Leveraging Pain Points”
Speech #1, Persuasive Speaking manual; The Effective Salesperson
(Includes roll play & audience discussion) | 8-12 minutes |

Guests Introduced – Dave Giguere	2-3 minutes
Break	10 minutes

Where leaders are made

Maryann O’Connell -- Table Topics	12 minutes
Each Speaker	1-2 minutes
Dave Gilman -- General Evaluator	2-3 minutes
Mark O’Hara evaluates Lei Reilley	2 -3 minutes
Utpal Jhurmarwala evaluates Ilan Vagenshtein	2 -3 minutes
OPEN evaluates Donna Denio	2-3 minutes
OPEN evaluates Jeff Shaw	2 -3 minutes
Curt Johnson - Grammarians’s Report	3-5 minutes
Steve Burnell - Timer’s Report	2-3 minutes
Dave Gilman -- General Evaluator’s Summary	2-3 minutes
Dave Giguere -- Toastmaster	1-2 minutes
Jeff Shaw -- President’s Closing Remarks	2-3 minutes