



Partner Presentation Guidelines and Recommendations

We look forward to your participation at the Dscope9 Conference in March! In order to assist you in providing valuable content to our attendees, below are a few guidelines and recommendations to help prepare for your presentation.

Recommended Guidelines

- Refrain from only promoting your company's products or services and be sure to include content that is educational in nature
- Ensure your content fulfills educational learning objectives and indicate what those learning objectives are
- Include case studies and examples of how the product or service helped your clients meet their goals
- Create interactive engagement by involving the audience – this allows them to learn and gain value from your presentation
- Your presentation should not be construed as product or concept endorsement, but rather a demonstration on HOW it makes attendees successful

PowerPoint Recommendations

- Stayed with one template/color scheme (NOTE: A Dscope9 PowerPoint template can be found in the [Partner Marketing Kit](#))
- Introduction and bio with headshot
- Learning Objectives
- Listing of handouts you will be distributing
- Ask attendees to complete evaluations

Double-check

- I have spell checked and proof-read my slides
- I have a clear opening (incident, story, attention grabber, etc.)
- My presentation hits on only 3 to 5 main facts or ideas
- I have a clear closing (summarized presentation, gave audience an action + benefit)
- My transitions clearly connect my main points and sub-points
- I have practiced my presentation in its entirety and am within the time limit
- My presentation matches my published abstract

Don't Forget

- Bring a copy of your PowerPoint on a jump drive**
- Bring business cards to leave for attendees to contact you
- Find your session room prior to your session time
- Encourage your session attendees to complete evaluations
- And most importantly, promote your session in advance! Dscope will market your session on our website and in our printed conference guide, but we strongly encourage you to...**
 - Invite your customers to attend via pre-show communications
 - Promote your session in your booth
 - Offer incentives for attendees (i.e. giveaways, discounts, etc.)