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- ▶ Try to relax! You will not be evaluated on your presentation skills. The purpose of the oral presentation is to determine how well you have mastered the course. The quality and attention to detail evident in your market survey presentation will support this conclusion.
- ▶ Take your time. Use note cards or an outline to highlight the points you would like to cover in your oral presentation to keep you focused and organized. Be concise and stick to the subject at hand. There is no reason to be nervous! You know the information; remember you have spent many hours conducting the research, preparing the documents and forming your own recommendations and conclusions. You will find that a 10 to 15 minute presentation will go by quickly. Plus, the time frame allows for questions.
- ▶ Dress for success. Professional attire is recommended, as discussed in the “Keys to Success” course.
- ▶ Speak to the class as if you were presenting to your Property Manager, Regional Manager and/or owner of the community.
- ▶ Incorporate vocabulary and terminology learned throughout the course into your presentation.
- ▶ Share your observations from each shopping experience, and convey what you would incorporate into your leasing presentation.
- ▶ Prepare to answer questions posed by the class and your Reviewer(s).
- ▶ Use of visual aids (i.e., charts, posters, handouts) are an excellent way to communicate and highlight important information.