

P.I.E.R.®

Getting Your Presentation Into Focus

P.I.E.R.® – No need to write it word-for-word – allow for adjusting to time constraints. Time is up – hit your points, cut your examples.

Introduction – Start strong – hit your point with an example or question or a strong conclusion. Avoid jokes and bloopers.

P: _____ The What
Keep these remember-able
Three points works for 30 minutes to one hour.
Five will extend to an hour and a half to two hours.

I: _____ The How
Can be in many formats – games, discussion, role play, lecture.

E: _____ The What and Why
Often a great place to start – stories, scenarios .

R: _____ The Where
Reinforcements – charts, graphs.

Conclusion – tell them what you told them. This is where drama brings the “_____” moment, when you bring home your three points. Leave them with a quote, a poem or a song that delivers the final thought.

P: Outline ideas to help learners remember:

_____	_____
_____	_____
_____	_____

I, E, R can appear in any order and even one can be left out if it won't work into the point information.

Getting ready:

- ✓ Who is your audience and what information do you need to present?
- ✓ Why do I want to present this? What is the outcome desired from this presentation?
- ✓ What value does this have for the audience?
- ✓ What visuals (handouts, pictures, props, toys) do I need to get the point across?
- ✓ Where can I place discussion, games and/or reinforcement activities?
- ✓ Will there be time for questions?
- ✓ Have I validated my resources?
- ✓ Am I rehearsed?

P.I.E.R.®

P: _____
I: _____
E: _____
R: _____

When you want your message to stick out in the minds of your audience like a pier sticks out in the ocean, use this formula.

1. P _____

I _____

E _____

R _____

2. P _____

I _____

E _____

R _____

3. P _____

I _____

E _____

R _____