



THE SALES HUNTER

MARK HUNTER

THE SALES HUNTER MINDSET

Prospecting with integrity.
Closing with confidence.

KEYNOTE AND AV REQUIREMENTS

Computer, Projector, and Screen: Mark prefers running the presentation from his MacBook Air and travels with all necessary cords to fit into any system. Presentations are in a 16:9 display ratio. If necessary, presentation can be run from the client's computer via a thumb drive.

Microphone and Audio: Mark requires a wireless microphone connected to a high-quality audio system that will allow him to roam the entire stage and enter the audience when appropriate. For larger engagements, Mark will use a video intro, which if used, will be discussed ahead of time.

No Podium: Mark prefers no podium on the stage. If one must be present, he prefers it to be placed to the side, allowing maximum stage space.

Confidence Monitor and Countdown Clock: Mark prefers both but neither are a requirement.

Internet Access Not Required: Not needed.

Sound / PowerPoint Check: Mark is flexible to fit the needs of the meeting.

Introduction: Prior to the presentation, Mark will meet with the individual doing introductions to ensure they are comfortable with the process. A high-energy intro video is available to either replace or supplement the person doing the introduction.