

# Push to the audience

**Opening statement plus P.A.C.T.:**

**Transition to body:**

**Question to audience**

**e.g.** Last year's results were terrible for all salesreps. How can we turn this around?

**Take a poll**

**e.g.** Last year's results were terrible for all salesreps. Who had their end of year bonus impacted as a result?

**Quick discussion**

**e.g.** Last year's results were terrible for all salesreps. In small groups please discuss your thoughts on how we can turn this around.