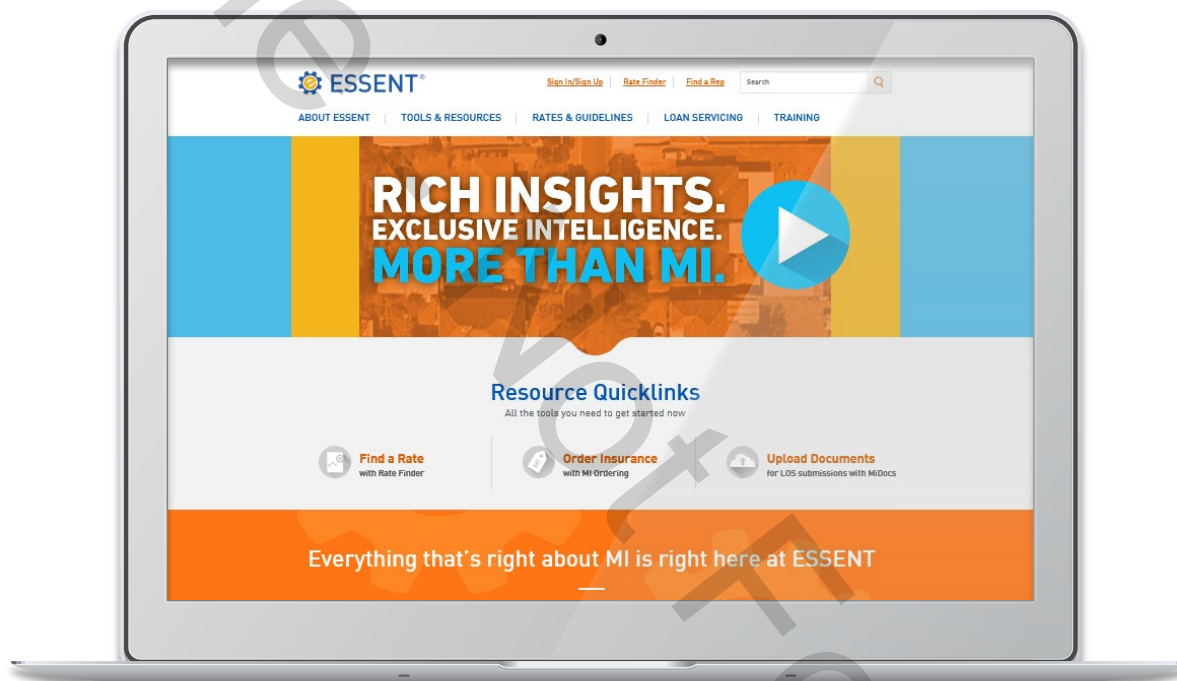


WORKING GROUP 3

USING ESSENT FOR YOUR MI NEEDS



 **essentials**
TRAINING PROGRAM

Corporate Headquarters
Essent Guaranty, Inc.
Two Radnor Corporate Center
100 Matsonford Road
Radnor, PA 19087

Mortgage Insurance Operations
Essent Guaranty, Inc.
101 South Stratford Road
Suite 400
Winston-Salem, NC 27104

CA Underwriting &
Operations Center
Essent Guaranty, Inc.
700 Irvine Center Drive
Suite 680
Irvine, CA 92618

Client Services 877.569.6547 | EssentCONNECT 855.282.1483 | Underwriting 877.330.3535



Activity 1

You are planning a meeting with a group of customers (primarily LO's) to present **Using ESSENT For Your MI Needs.**

Answer the following questions:

1. What is the key concept or main idea of the presentation?
2. What are some contrasts that you can utilize in your presentation? (before/after, past/future, problem/solution, growth/decline, etc.)
3. What is the story that ties the presentation together?



Activity 2

Which is the best answer?

	Column A	Column B
1.	Participants are willing to watch a screen longer than a live human being.	The time participants are willing to watch a screen is much less than the time they're willing to spend watching a live human being.
2.	Audiences begin to lose attention after roughly 10 minutes of hearing from the same presenter.	Audiences begin to lose attention after roughly 5 minutes of hearing from the same presenter.
3.	When delivering virtually, it is better to sit so that you are eye-level with your computer screen.	When delivering virtually, it is better to stand. This allows you to better use good presentation skills such as vocal variety and pausing.
4.	Start virtual presentations on-time.	Give participants an extra 2-3 minutes to get logged in/dialed in before beginning the presentation.
5.	Always start with an exciting hook.	Always start with an agenda.
6.	Always close by asking for questions.	Always close with a challenge, ask, quote or story.
7.	Script out your presentation and stick to it.	Speak as you would in person by presenting the information in your own words.
8.	Make use of annotation tools (highlighter, pointer, arrow, etc.) while delivering your presentation.	Annotation tools can be distracting and take away from the information on your slides. Keep their use to a minimum.
9.	When using PowerPoint all relevant information should be displayed in text on the slide.	When using PowerPoint, information on the slide should never take more than 5 seconds to read.
10.	PowerPoint presentations should contain a lot of bullet points so that participants can refer back to them later as a resource.	PowerPoint presentations should be largely visual with minimal text. Reference materials should be provided separately.
11.	To keep your audience engaged use multiple methods such as online demos, web cams, document sharing, and polls.	It is best to only utilize a PowerPoint presentation because it is easier to integrate presenter notes and it is easier for the participants to focus on a single presentation method.
12.	When addressing your audience it is best to be general, example: "Can everyone hear me?"	When addressing your audience it is best to be more specific, example: "Can you hear me?"



Activity 3

Answer the following questions:

1. Why does your topic and conclusion matter?
2. Why is the topic important for the audience?
3. Why am I going to give this presentation?
4. Who will be attending?
5. Is there any point in delivering the presentation if certain people are unable to attend?
6. Will people be attending by choice?
7. What is their initial attitude likely to be?

8. How well informed are they?

9. What questions are they likely to have?

10. What will they be expecting from you?

11. What resources are available to me in developing my presentation?

12. What additional information or resources will I need?

13. Who is the subject matter expert that can assist me with questions?



Activity 4

Finalize presentation resources and create your facilitator notes.



Activity 5

Determine the following:

1. How are you going to open your presentation?
2. How are you going to close your presentation?
3. How are you going to make your presentation more interactive?



Activity 6

My presentation begins at: _____

I will be inviting:

_____	_____
_____	_____

First Impressions:

What went well?

Developmental Opportunities:



Activity 7

What do I need to be successful?

Knowledge:

Skills:

Attitude:

My plan for Proficiency:



Notes

Sample - Not For Use



Notes

Resources:

Videos and webinars: <https://www.gotomeeting.com/meeting/resources>

FAQ's: <https://www.gotomeeting.com/meeting/online-meeting-support>

Tips and Tricks: <https://blog.spinweb.net/how-to-be-a-gotomeeting-power-user>