



WELCOME



Sue Williams QPM

WISTA International AGM and Conference 2019

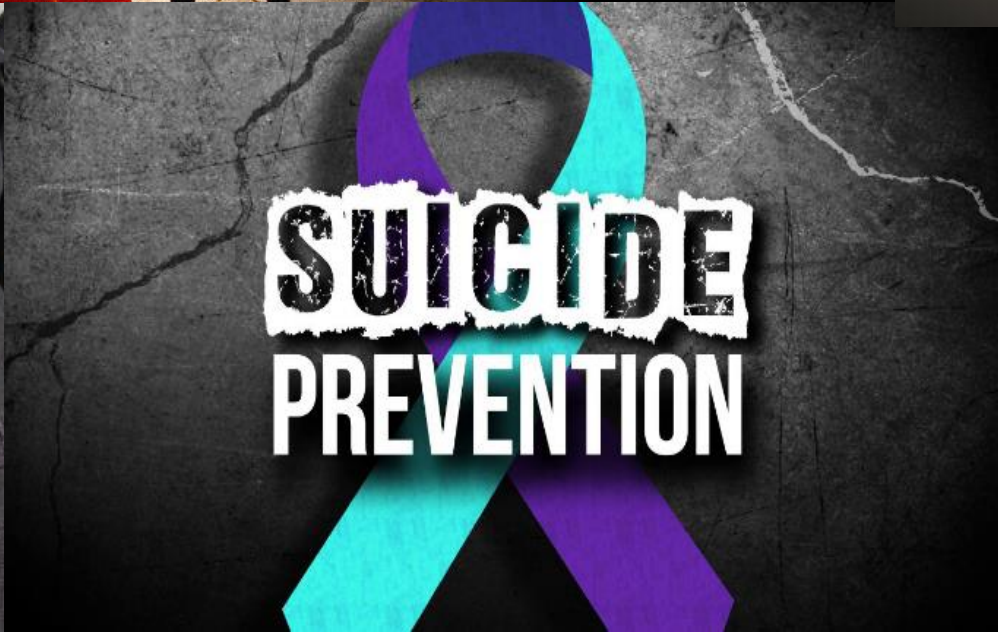
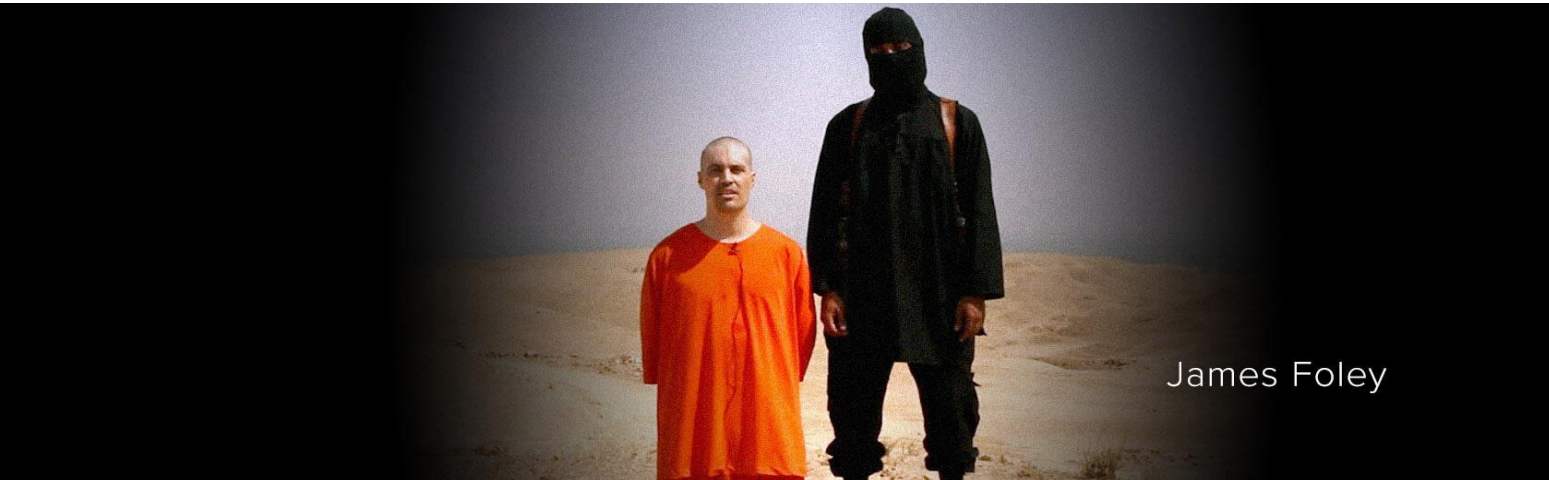
Cayman Islands

# This session:-

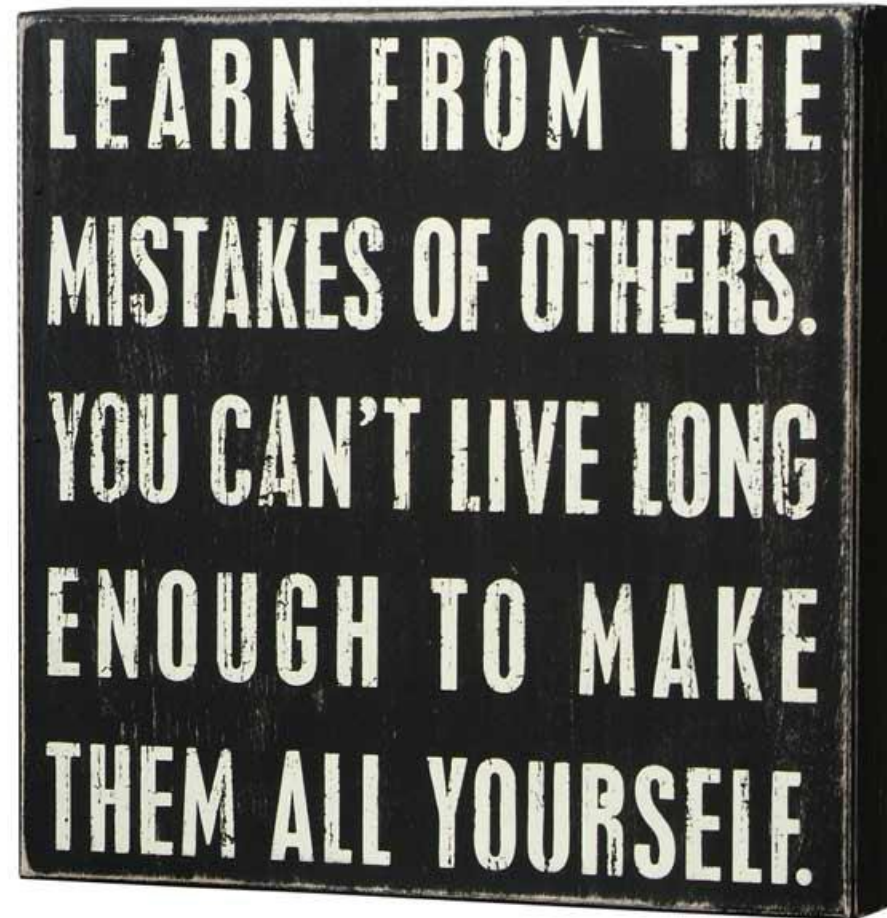
- Common pitfalls
- Preparation
- The power of words
- Dirty tricks (how to recognize them)
- Q & A




# The story so far



# Mistakes

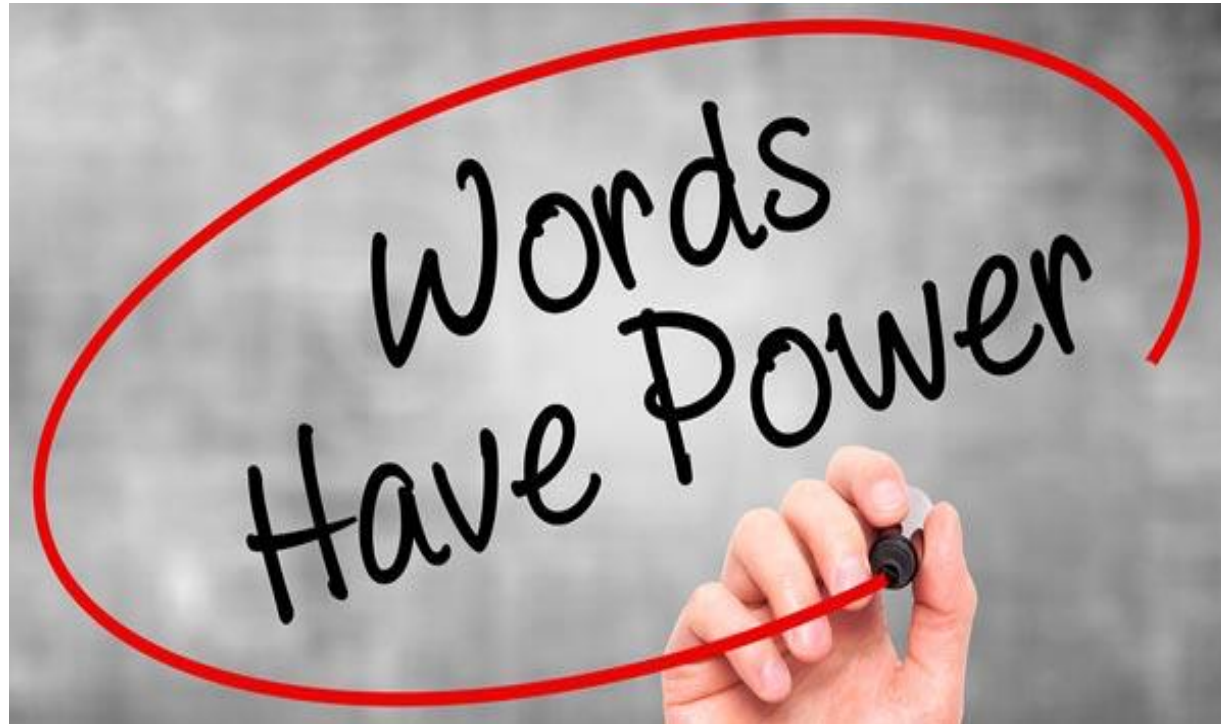
A dark, weathered wooden sign with white, distressed text. The sign is rectangular and has a slightly 3D appearance. The text is arranged in five lines, all in uppercase letters.

LEARN FROM THE  
MISTAKES OF OTHERS.  
YOU CAN'T LIVE LONG  
ENOUGH TO MAKE  
THEM ALL YOURSELF.

A red pushpin is pinned to the top center of the note.

**Fail to prepare...  
...prepare to fail**

Make them count



How to spot them







THANK YOU

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