**Speaker guide for peer to peer session (15 minutes)**

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| --- | --- | --- |
| **What** | **Time** | **Guide** |
| Intro/about our business | 2 min | Hi I’m <<insert>> and I run a <<insert>> business in <<insert>>.My business is <<insert>> years old and I/we employ <<insert>> people. |
| Business problem | 3 min | In <<insert>> we had a problem with <<insert>>. When we looked at the data we found:* <<insert>>
* <<insert>>
 |
| The digital solution | 2 min | We wanted to solve this with a digital tool. We chose:* <<insert>>

For the following reason/s:1. <<insert>>
2. <<insert>>
 |
| What helped our decision | 3 min | What helped our decision making was <<insert>>.We also got help from <<insert>> and <<insert>>. |
| Cost/benefits | 2 min | It took about <<insert>> time and cost <<insert>>.Since implementing the tool the benefits we have seen are:1. <<insert>>
2. <<insert>>
3. <<insert>>
 |
| Hardest thing | 2 min | The hardest thing we had to overcome was <<insert>>. |
| Contact details and closing | 1 min | If you want to talk about this you’ll find me at <<insert>>.Thank you. |

**You can use this template to help guide you if you are speaking to a peer group.**