



How One CEO Mastered Confident, Precision-Driven Presentation Skills

MEET KISHORE TUMMALA

Kishore is the CEO of Miter Health, a rapidly growing healthcare startup recognized for its innovative contributions to the industry. Under his leadership, Miter Health was selected as a finalist for the prestigious 2022 NEXT Awards and the Entrepreneurs' Hall of Fame, both of which celebrate excellence in entrepreneurship and innovation.

TRANSFORMATION NEEDED

When Kishore and I met, he knew his presentations needed to be more concise, visually appealing, and results-driven. He needed to transform from okay to extraordinary. He wanted his presentations to outshine and outpace his competitors consistently.

He had tried having a third-party design his slides. The design was good, but with too much content on each slide, making it hard for the audience and himself to focus. This approach caused frustration as it did not hit his standard of excellence.

RESULTS ACHIEVED

Kishore's confidence soared in only four sessions as he gained certainty his future presentations would be engaging and give him a competitive advantage. How?

- Applying the Be Brilliant Blueprint, we built two results-focused pitch deck presentations.
- The blueprint process streamlined his messaging and identified an impactful, repeatable phrase his audience would remember long after.
- Using the storyboard process, we redesigned and strategically aligned his corporate slide templates to his branding and community outreach efforts.
- Implemented the 1-2-3 to Mastery practice regimen, so he was articulate and concise during his award finalist interviews.

AT A GLANCE

CHALLENGES

- Lacked confidence
- Content was confusing
- Messages were forgettable
- Frustrated with results

RESULTS

- Boosted confidence, conviction, and certainty
- Able to present with clear purpose and intent
- Gained presentation skills to outpace competition



"Working with Patti has transformed my approach to presentations. I now have the confidence to deliver with clear purpose, intent, and impact, all while achieving real results. Patti's guidance on storytelling has been invaluable. Every session was time well spent. Thank you!"

KISHORE TUMMALA
CEO, MiterHealth