

# Sample Presentation Script

**WELCOME** – from manager of retail operation. Then the manager introduces the DuPont Representative.

**DUPONT REPRESENTATIVE:**

Good Evening, I'm \_\_\_\_\_ of DuPont Crop Protection, and I'd like to welcome you to our Celebration Day for the purpose of honoring \_\_\_\_\_ our State (or Regional or National) award winner for 2007. The year 2007 marks the 16th year for the Environmental Respect Awards and more than one and a half decade of recognizing environmental stewardship among farm supply retailers across America.

I'd like to take this opportunity to present to you some notables who are with us from around the local community. Ladies and gentlemen, if you would please join me up here at my left and form something like a receiving line. In a few minutes I'd like to offer you the opportunity to meet some of the folks responsible for this business winning an Environmental Respect Award.

Mayor of \_\_\_\_\_,  
\_\_\_\_\_ County Commissioner, \_\_\_\_\_ President of  
\_\_\_\_\_ Bank, \_\_\_\_\_ President of Chamber of  
Commerce, \_\_\_\_\_ and \_\_\_\_\_, Publisher  
of \_\_\_\_\_.

Welcome to you all. We're honored by your presence here today.

And now, Ladies and Gentlemen, may I introduce representatives of \_\_\_\_\_ (winning business \_\_\_\_\_), the team that brought this Environmental Respect Award home.

\_\_\_\_\_, Crop Protection Manager  
\_\_\_\_\_, Agronomist  
\_\_\_\_\_, Fertilizer plant manager  
\_\_\_\_\_, Sales Representative  
and, of course, \_\_\_\_\_, General Manager.

and now I'd like all the employees of \_\_\_\_\_ (winning business name) \_\_\_\_\_ to stand and be recognized. Ladies and gentlemen, let's give them a round of applause.

At this time, \_\_\_\_\_ manager name \_\_\_\_\_, I'd like to present you with the crystal trophy representing your achievement in Environmental Respect. (Hand-off trophy and pose for photos).

**VIP OR SALES REPRESENTATIVE (possible talking points):**

- This winning business, and the winners of state awards across the country, are examples of people who have translated their commitment of staying in business to actual environmental action to assure that they do stay in business. They have proven that good business and good environmental stewardship can go hand-in-hand.

- Environmental Respect Award winners, have not only “talked” about “stewardship” which is quite fashionable these days. No, they have gone way beyond fashion to walk the walk – by investing thousands and thousands of dollars in new facilities, new equipment and better training designed to protect the environment while better serving farmers.
- At the same time, you know that Environmental Respect goes beyond the concrete of containment and the stainless steel of a new chemical mixing facility. Environmental Respect must be a spirit that runs through everything we do as businesses in agriculture. Our very survival in our respective businesses depends upon it.
- These people exemplify the commitment to carry out a business that serves farmers safely for the long haul. I think everyone in this industry can be proud to be associated with these winners. We’re proud to be associated with winners like you. Thank you for coming and congratulations to you all.

**INTRODUCTION OF VIP FOR CLOSING REMARKS:**

A very special guest we have with us this evening is  
 Mr./Ms./Mrs. \_\_\_\_\_ (local dignitary)  
 \_\_\_\_\_. \_\_\_\_\_ has long been a supporter of this  
 business and someone who understands the nature of Environmental  
 Respect. \_\_\_\_\_ would you please offer some closing remarks?  
 Ladies and Gentlemen, \_\_\_\_\_.

**POSSIBLE VIP GUEST (OR DUPONT REP) COMMENTS:**

We sincerely want the public to know that there is much to celebrate in the industry of food and agriculture. Yes, there is the great bounty we produce in this country. But more than that, there are great people and businesses serving agriculture. Businesses like this one. Making sure that the products you handle are safe and effective, that your storage and distribution processes are environmentally sound, and that you pass on these concepts of good stewardship to your customers, the farmers, are the elements that make this business one of the top environmental stewards in the nation.

Thank you all for coming to our celebration! And thank you all for your commitment to agriculture.