Session 11: Elevator Pitch Preparation

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Agenda: Elevator Pitch Preparation

- Elevator pitch preparation
- Tomorrow, 1:30 pm SHARP
- Arrive here at 1 pm to prepare
Round I

• 1:30 pm
• Judge introductions
• Split into 4 groups of 10
• Each student will get **60 seconds** to pitch
• At the end of pitches, judges give feedback
• “Fund” top three pitchers
• ~25 minutes
Round II

• 2:00 pm
• Split into 2 groups of 6
• Each student will get 60 seconds to pitch
• At the end of pitches, judges give feedback
• “Fund” top three pitchers
• ~15 minutes
Round III: Final Round

• 2:15 pm
• 6 finalists
• Pitch to entire group
• Each student will get **60 seconds** to pitch
• Judges select top 3 pitchers
Round IV: Judges’ Round

• Judges talk a little bit about themselves
Tomorrow

• Round I:
• Receive a group letter: A, B, C, or D
• A & B will pitch to their judge(s) here
• C & D will pitch to their judges in the 3rd floor

• Round II:
• Judges will switch to hear different pitches

• Round III: Every comes to 1st floor for final pitches & judges’ round
Please...

• Listen to the pitchers as they pitch
• You can cheer at the end!
• Be on time after lunch
• Ask lots of questions of our judges
• They’re here to help you
  – Provide feedback on ideas
  – Think about other markets
  – Presentation tips
  – And more!
Questions?

• Please ask them now :)

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Do we have your team contracts?

- LiAn and I are missing two contracts
Groups to practice

- CEOs to the right front
- Financial people to the left front
- Engineers to the right middle
- Marketers to the left middle
- Operations people to the right back
- Chiefs of people to the left back