



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 :)

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