

Judge #1: _____

WSBCC Shark Tank Style Business Training Pitch

(Developed by C. Patterson for participants to review before the October 2024 Event)

Judge to Participant: Please state your name and the name of your business.

Participant's Name and Business Name:

Judge to Participant: "Thank you for your participation. You may begin your pitch."

Judges will score from 1-5, with five (5) being the highest, on all sections below:

1 2 3 4 5

Presentation Delivery:

Confidence: The speaker appears well-prepared and self-assured but not arrogant or dismissive.

Engagement: The speaker was enthusiastic and used eye contact, gestures, and movement to keep the audience engaged; gestures and movements fit the occasion

Conversational Delivery: The pitch is clear and easy to understand, not robotic, and avoids fillers (e.g., "um") and appropriate volume.

Pace of Delivery: Easy to follow, smooth transitions, and utilized time effectively.

Business and Training: Use any sequence:

Your Name and Business Name

As it relates to your business, what is your training or industry-related experience?

Why did you participate in the training session?

Which lecture/training session seemed most impactful to you and why?

What (makes or would make) your business different from similar companies?

What specific need or demand does your business address?

Based on the training sessions, Identify a recommended financial strategy for business sustainability.

Describe your target market. What strategy do you use to market to customers?

Share how a business plan contributes to business productivity.

Share how interpersonal and intrapersonal skills impact business relationships.

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Total Score: _____

Immediate Overall Impressions/Notes:

Pitch Purpose: Based on the pitch delivery and criteria, we want you to share what you've learned from the training sessions while providing an idea or concept about your business.

Time Frame: Five (5) minutes are allocated for each pitch. Time begins when one of the judges announces, "Thank you for your participation. You may begin your pitch."

Scoring: The sum of the scores from all judges will determine the final score for each presentation.

The participant presentation with the highest score will be the winner.

Prize Presentation: A participatory prize check will be awarded to each participant incrementally as 1st place, 2nd place, 3rd place, and general place winners.

Follow-up: The WSBC will provide check distribution details and individual follow-up sessions on the event day.

Media: The WSBC reserves the right to use photos from the event. Participants are encouraged to promote their participation.

