

SPEED-SELLING ELEVATOR PITCH

SCORING SHEET

Competitor Name:

	Low ←								High	
	1	2	3	4	5	6	7	8	9	10
Delivery										
Non-Verbal										
Timing										
Impression										
Action										

Total Score:		
Total Score:		

Definitions:

- <u>Delivery</u>: Appropriate attention to tone, volume, pronunciation and pace
- Non-Verbal Communication: effective use of attire, gestures, facial expressions, etc.
- Timing: pitches should be clearly and comfortably completed in 60 seconds
- <u>Impression</u>: Created positive connection, made a positive impression: pitch provided impact, likeability, and uniqueness
- Action: Communicated a sense of urgency and purpose to get together, created a specific next step