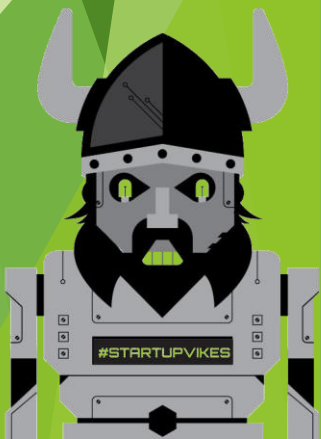


Workshop 1

Pitch Perfect Part 1

How to maximize your one minute spotlight

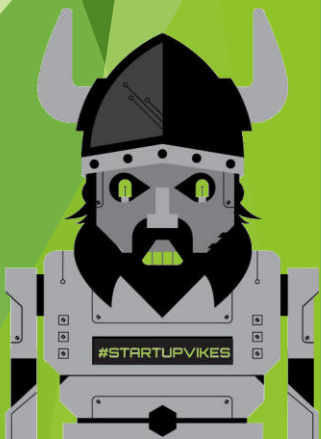


Pitch Perfect Part 1

Nate Ward

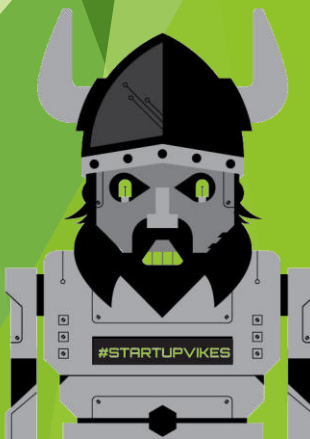
Director

Cleveland State University
Export Assistance Network



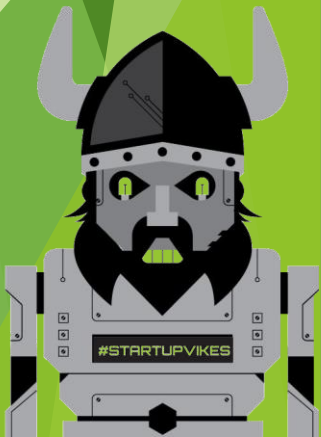


43rd U.S. President
George W. Bush

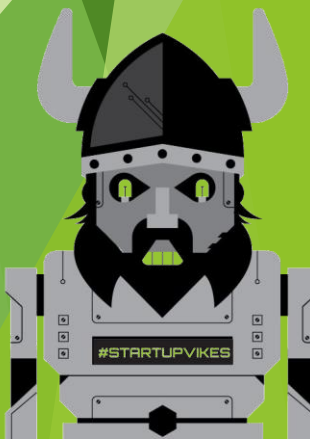


What to Do

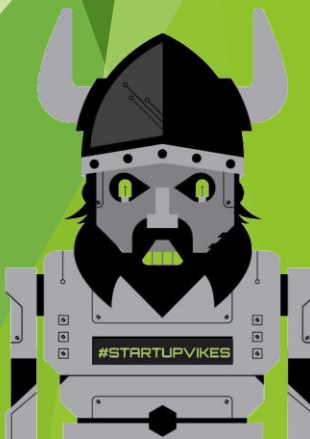
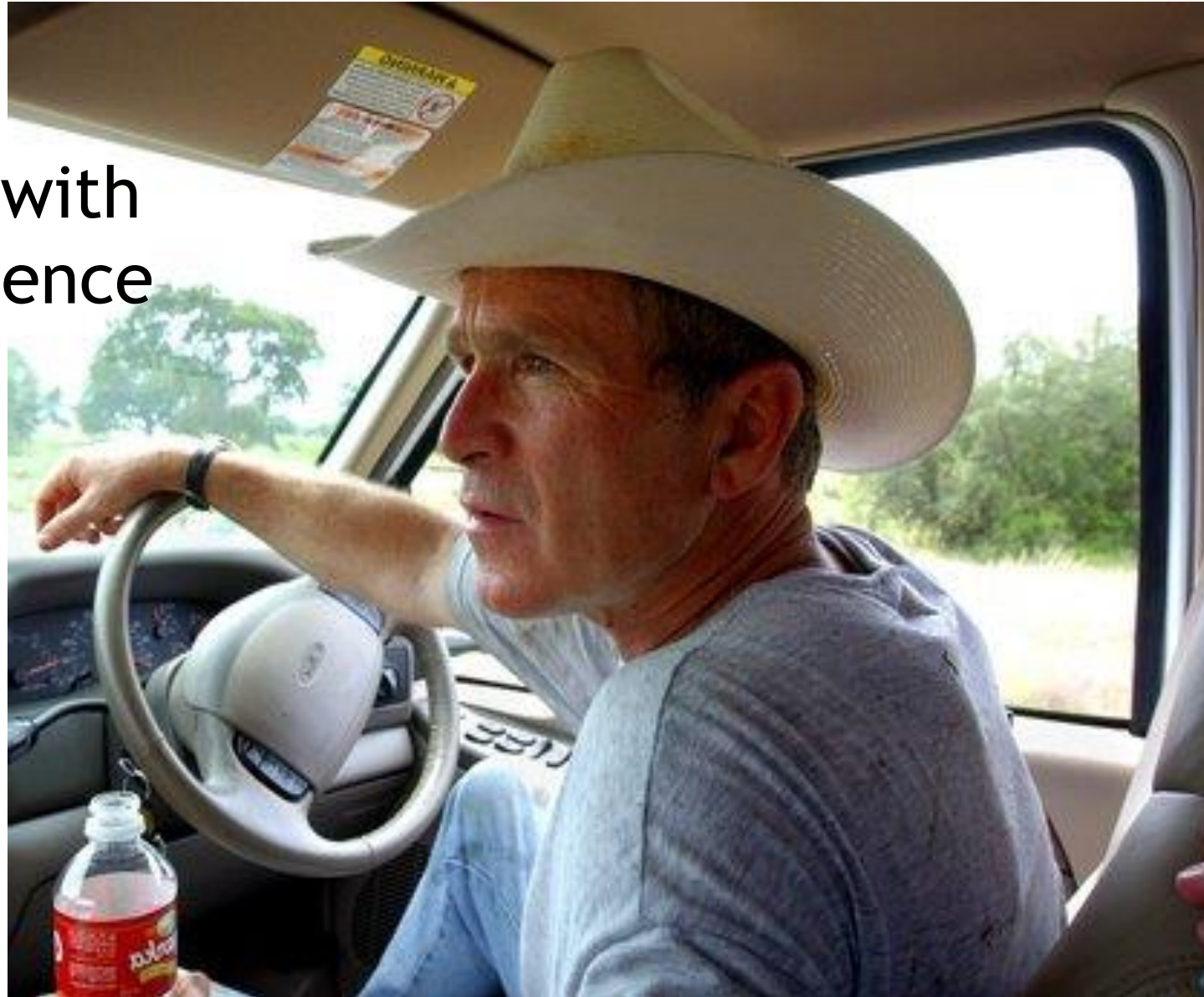
- State the Pain
- How would you solve it?
- Why could this be a viable business?
- Why should people follow YOU?
- What kind of team do you need?



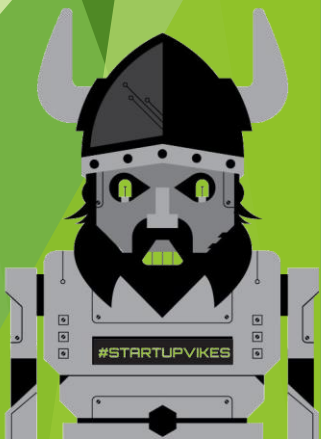
Tell A Story



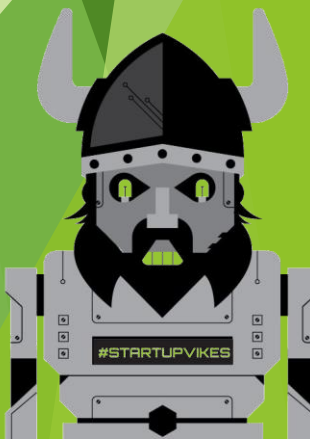
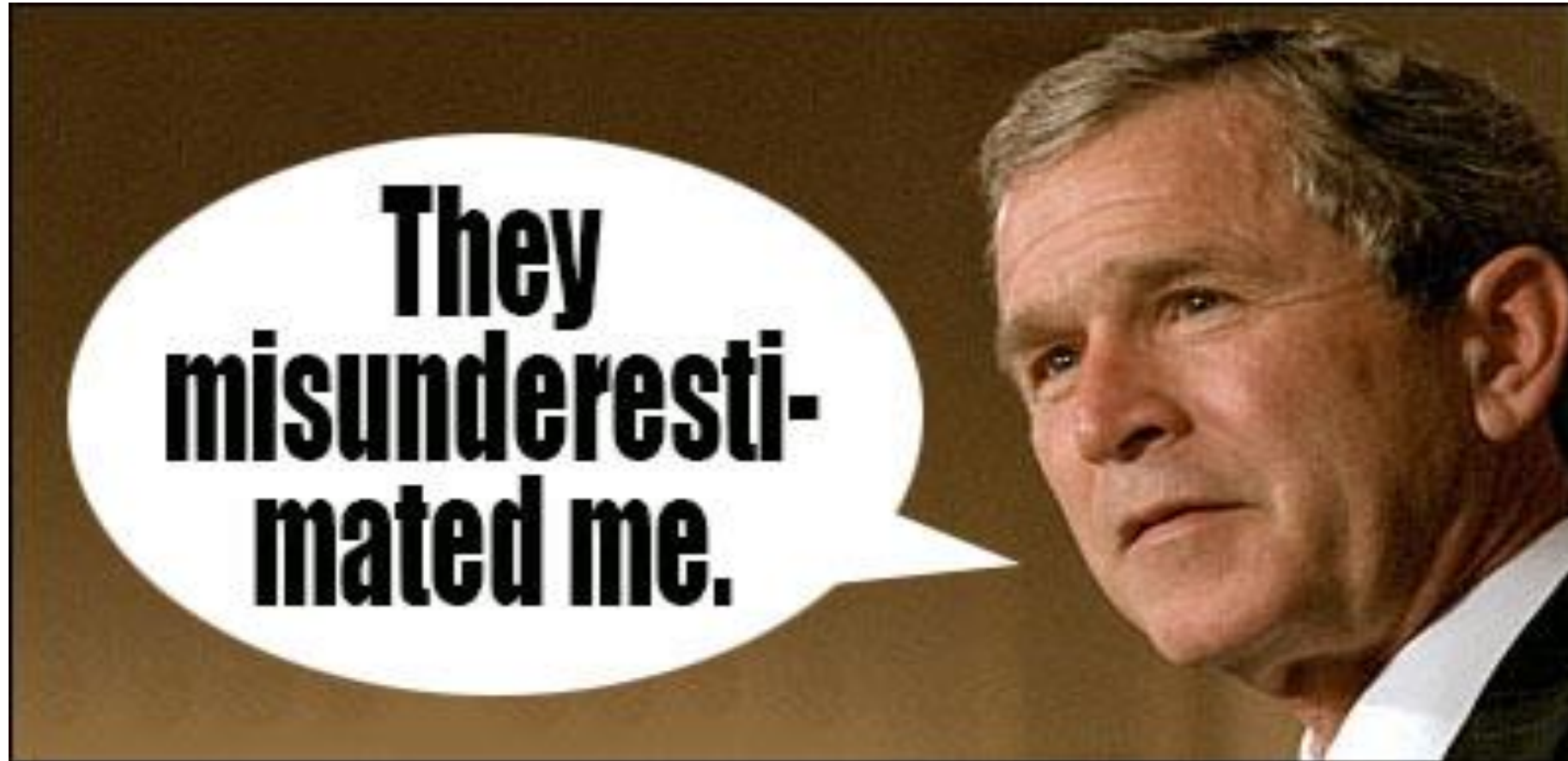
Connect with Your Audience



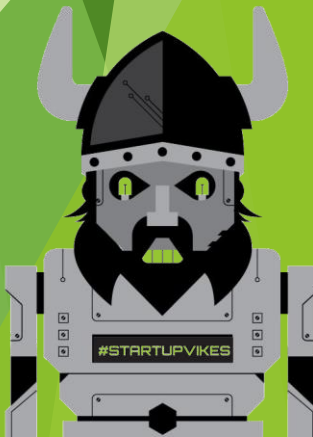
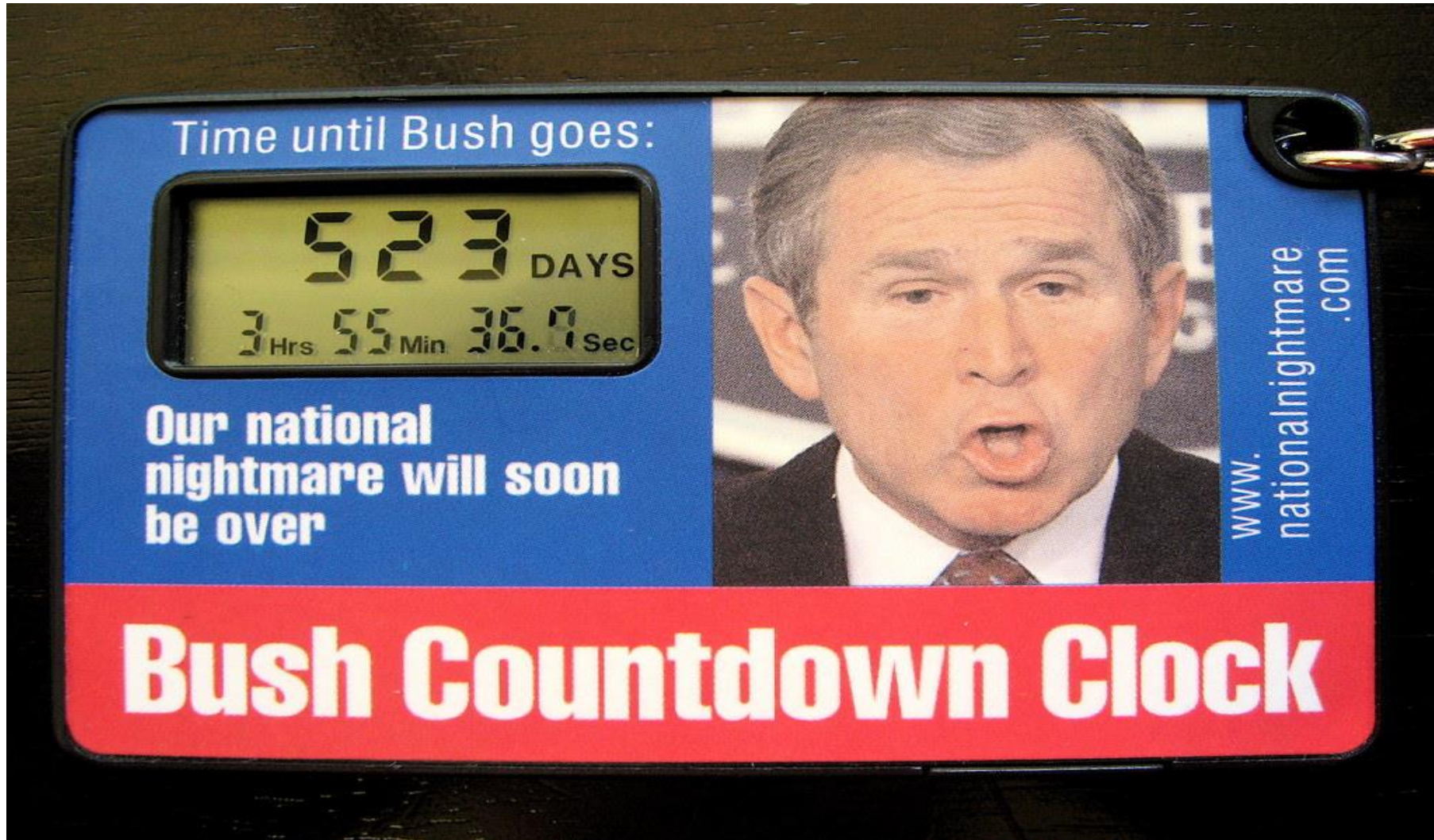
What NOT to Do



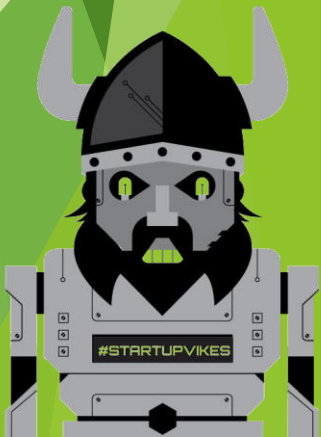
Get too fancy with JARGON



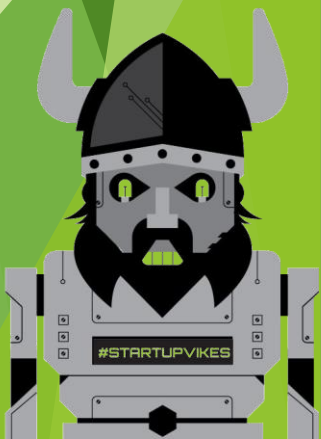
Go over your 1 minute



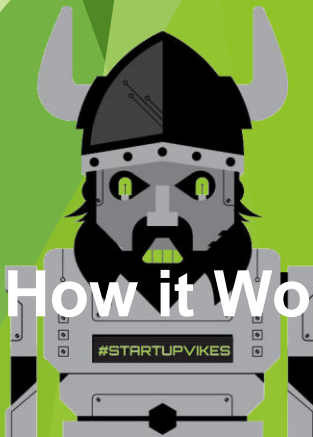
Know when to Let Go of your idea



What We'll All Do Next

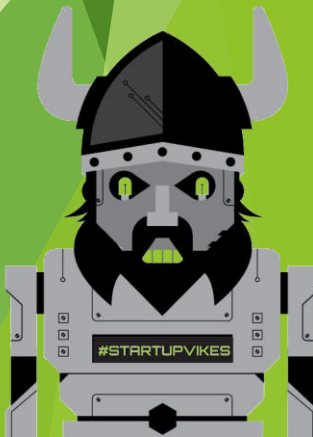


Everyone Lines up

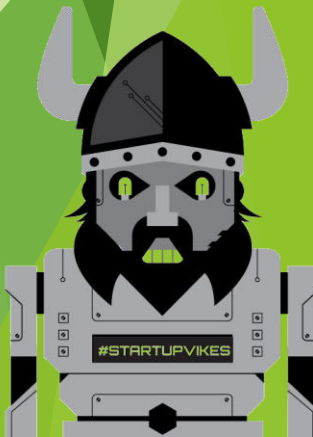


How it Works

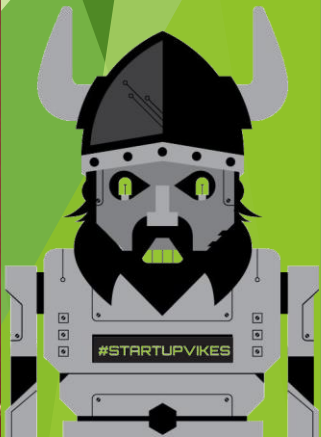
Give your pitch Hold Mic Close



Receive
your
pitch
paddle



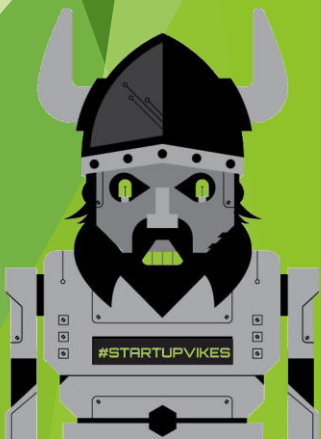
Parade and Persuade



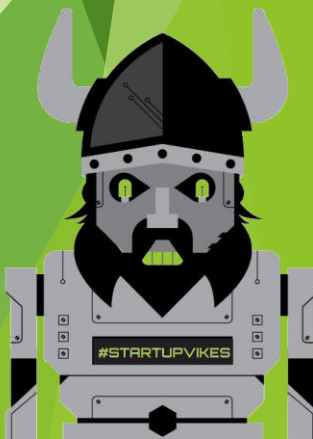
MUST have MINIMUM of

4

**Teammates to
Continue!**



Pitch
Persuade
Parade
Pair up
And Perfect!



MISSION ACCOMPLISHED

