4 **Before you listen, complete any information you can in the executive summary template.**

Business name:
Outline:
Target customers:
Core products and services:
Management team:
Keys to success:
Financial summary:
Mission:

Listening

5 2:30 **Two days later, Kate and Luis meet at the restaurant. Listen to their conversation and make notes to complete the rest of the template.**

Preparation

6 **Work in teams of three. Play the roles of Kate, Luis and Mario. Read the extract from the rules and, using the information on the template, prepare your pitch for the competition.**

1 Pitches must be a maximum of 60 seconds, including any self-introductions and remarks. The microphone will be cut off automatically at the end of the 60 seconds, whether the pitch has finished or not.
2 Scoring is on a scale of 1–10 (1 = the lowest; 10 = the highest) for each of the following criteria: interest, clarity, persuasion and response to questions. The team with the highest combined score is the winner.
3 Each pitch will be followed by a three-minute question-and-answer session.

Internet research

Search for the keywords *angel fast pitch competition*. How many fast pitch competitions can you find? Watch or listen to some of the winning pitches and choose the best one. Report back to the class.

Listening

7 2:31 **Pitch coach, Darren Larkins, interrupts your preparation session to give you some last minute tips on making the perfect pitch. Listen to his advice and adjust your pitch if necessary.**

Presentation

8 **Each team has one minute to make their pitch, followed by a three-minute question-and-answer session. Other teams ask questions and act as judges. Use the score card to note down the points you give, but do not reveal them.**

Team	1	2	3	4	5
Interest					
Clarity					
Persuasion					
Response to questions					
TOTAL					

9 **When every team has made their pitch, add up the points. The team with the highest total is the winner.**

Glossary PAGE 156

be up for
boost morale
cunning
drop someone a line
grab
hype
resilient
upbeat