

PERFECT PITCH TO INVESTORS

AGENDA

DAY 1

Elevator Pitch: What's My Line?

Tuesday | 17 November 2015

- 10:00-10:30 Opening Remarks
- 10:30-11:30 Objectives of the Pitch
Elevator Pitch (2 minutes)
Formal Pitch (20 Minutes)
- 11:30-13:00 Participants present and receive feedback on their elevator pitch
- 13:00-14:00 Working Lunch
How Do Venture Capitalists Think and Act?
- 14:00-15:00 Key Elements of Effective Elevator Pitches and Formal Pitches
- 15:00-16:00 Introducing the Business Canvas:
The Key Elements of Your Business Plan
Homework: Completing your business canvas overnight
- 16:00-17:00 Coaches available for questions

DAY 2

Formal Pitch: Where's the Beef?

Wednesday | 18 November 2015

- 10:00-11:00 Target Market
- 11:00-12:00 Go to Market Strategy
- 12:00-13:00 Working Lunch
Product/Service Validation
- 13:00-14:00 Competitive Landscape
- 14:00-15:00 Business Model
- 15:00-17:00 Coaches available for questions

DAY 3

It's Showtime

Thursday | 19 November 2015

- 10:00-11:30 The Perfect Pitch "Bazaar"
Individual Pitching
Voting for the most interesting pitches
- 11:30-13:00 Lunch
- 13:00-16:00 Selected pitches to potential investors and guests
- 16:00-17:00 Closing Ceremony