

Pitch It Guidelines – Open Event!

EVENT OVERVIEW

Participation in this event will allow the individuals to demonstrate proficiency in sales techniques, merchandise knowledge, and presenting to the customer. Participants will sell a product, concept or business idea of their choice to the judges.

PROJECT & PERFORMANCE COMPETENCIES

- Preparing topic that is appropriate for the audience
- Creating a presentation that communicates a plan
- Communication skills
- Problem solving and decision making
- Demonstrate good voice quality and diction
- Knowledge of content and articulation of ideas
- Proper use of technology to share ideas
- Answer questions effectively

ELIGIBILITY

Four students per chapter in attendance at SBLC may participate in this event.

1. All participants must be on record in the FBLA state and national offices as paying dues.
2. Participants failing to report on time will not be permitted to compete.
3. Participants must adhere to the dress code established by the Board of Directors, or they will not be permitted to participate in the competitive event.

OVERVIEW

Research and prepare a presentation of a product or concept of your choice. The presentation may include, but is not limited to, elements such as graphics, pictures, music, voice over, sound, and text.

PROJECT GUIDELINES

1. Participants shall provide the necessary materials and merchandise for the demonstration along with the product.
2. Each participant's demonstration must be the result of his/her own efforts. Facts and working data may be secured from any source. Student members, not advisers, must prepare the demonstration.
3. Visual aids and samples related to the presentation may be used in the preparation; however, no items may be left with the judges or audience. When delivering the demonstration, the participant may use notes, note cards, and props. All materials must be removed at the end of the performance.
4. Dress code must be followed.
5. Copyright laws must be adhered to.

PERFORMANCE GUIDELINES

There will only be one round of competition!

1. The individual must perform all aspects of the presentation (e.g., speaking, setup, operating equipment). Other members of the chapter may not provide assistance.
2. Five (5) minutes will be allowed to set up equipment and/or presentation items.
3. A table will be provided.
4. Each presentation should be seven (7) minutes in length, and should include showing of any video.
5. A timekeeper will stand at the end of six (6) minutes to signify there is one minute left. When the presentation is finished, the time used by the participant will be announced, noting a deduction of five (5) points for any time over seven (7) minutes.
6. Following the seven (7) minute presentation there will be a two (2) minute question and answer period with the judges.
7. Performances are not open to conference attendees.
8. All competitors must comply with the FBLA-PBL dress code.

JUDGING

The presentations will be evaluated by a panel of judges. All decisions of the judges are final.

STATE AWARDS

The number of awards presented at the State Business Leadership Conference is determined by judges and/or number of entries. The maximum number will be ten (10).

This is a STATE ONLY event. No winners will advance to Nationals.

WAFBLA PITCH IT!

Interview Rating Sheet

Final Round

(Mark one score per row AND write score in the far right column)

Expectation Item	Not Demonstrated		Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned
Content									
Suitable opening statements or remarks (questions?)	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Overall presentation involved the judges	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Information was useful and helpful to make a buy choice	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Information created desire for the product/service	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Organization									
Appropriate level of detail to help "sell" the product	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Had a clear beginning, middle, and end	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Effective and memorable conclusion (You want to buy!)	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Delivery									
Good eye contact	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Did not read from notes and delivered effectively	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Professional tone and language	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Enthusiastic or engaging delivery	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Demonstrated self confidence	0	<input type="radio"/>	3	<input type="radio"/>	7	<input type="radio"/>	10	<input type="radio"/>	
Performance Subtotal (120 max)									

Penalty Points (Mark all that apply)

Time over 7 minutes	-5	<input type="radio"/>	Dress Code not followed	-5	<input type="radio"/>	Event Guidelines not followed	-5	<input type="radio"/>	Total Penalty	-
Name:									Performance Total	
School:						State:				
Judges Signature:						Date:			Grand Total (120 max)	

**Please note: Judges may include Q&A in the 7-minute time frame. No more than 2 minutes for Q&A.*