2014 National Elevator Pitch Scoring Sheet

Name:_____

Total Points:_____

Use five point scale, where 1=poor; 5= excellent

_____ Clearly identified self, company name, qualifications, and role in the company.

_____ Clearly identified and related the problem with the solution

_____ Identified the market niche, size and the opportunity

_____ Identified key competitors and stated competitive advantage

_____ Offered clear and credible revenue and profit projections

_____ Identified milestones to date

_____ Stated the investment needed and how it will be used

____Total for Content (35 points maximum)

Delivery

_____ Did not exceed 120 seconds; presentation made at a reasonable pace

_____ Well prepared but not memorized. Convincing and confident.

_____ Clear articulation, good posture and movement, good eye contact

____Total for Delivery (15 points maximum)

Tie Breaker

_____ On a scale of 1 to 5 where 1= not an investable business idea and 5= high chance for investment, please rate the pitch

May this student contact you in regards to their business and/or score?

____ Yes ____No

Email contact: _____

Name:_____

Side Comments for Student:

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Side comments will be given back to the contestant as use of feedback and a method of self improvement