

ELEVATOR PITCH SCRIPT

ERASMUS Session

School Grouping:	School Year 20 / 20
School / Place:	Date:
Theme:	Class (s):

What is the Product / Idea / Service that you want to sell?

What is your target audience?

Why is your Product / Idea / Service original (different than others that already exist)? Use argument to sell your Product / Idea / Service.

In the end, you need to demonstrate your determination through a motivational quote:
"Let's make it!", "This business will be a success!"

- The Elevator Pitch is short and must be presented by one person (if the idea was created in a group, identify in the team who is most comfortable presenting the idea);
- Analyze your target audience well and use appropriate speech.
- General tips: Use impactful facts and data to highlight and give you more credibility. Maintains a safe, firm and friendly posture; Speak with objectivity and clarity; Demonstrates passion / motivation and performance ability; Pay attention to your facial expression, sign language and body posture: your body speaks too!

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