

# What makes a great pitch?

- Show that you care.
- Research your topic.
- Explain thing clearly.
- Keep it short.
- Be creative in your presentation methods.



## Make sure to cover...

**Who:** Who are you? Who is your user or target audience?

**What:** What will your app do? What problem does it solve?

**How:** How does your app work?

**Why:** Why is it important to you?

**Slogan:** If possible, leave people with a memorable phrase or sentence about your app.

## More public speaking tips:

- Be convinced that your idea is a good one—speak with conviction.
- Assume that your audience knows nothing about your app—explain the basics.
- Speak slowly—slower than you think is natural.
- Practice, practice, practice—ask a variety of people to be your audience and offer constructive feedback. Time yourself. you are shooting for a three to five minute presentation.
- Do your homework—know your app, why it is needed, and how it compares to other similar apps that are out there.
- People will remember one to three thing about your presentation. What are your number one, two, and three takeaways?
- Talking slowly is particularly important when touching on those top three things. Slow down and emphasize what's really important.
- Think of your audience as supporters—your audience wants to know what you care about. Share it as if you are telling someone who believes in you.
- Thank your audience and those who made your project possible.
- Be creative with your presentation. You do not need to prepare a PowerPoint presentation.

## Fun videos about how to pitch well:

- How to Sounds Smart in your TedX Talk: <https://www.youtube.com/watch?v=8S0FDjFBj8o>.

## Youth pitch examples:

- A pitch performed at SVP's FastPitch last year by a young person who was also a 2015 Youth Apps Challenge finalist: [https://www.youtube.com/watch?v=Zle\\_80SE3Dw](https://www.youtube.com/watch?v=Zle_80SE3Dw).
- A pitch on Geekwire by a young person with a cool product for dogs: <http://www.geekwire.com/geekwire-picks/geekwire-picks-the-wi-fi-enabled-dog-treat-dispenser-created-by-a-seatle-teen-is-amazons-lightning-deal/>.