What: The Elevator Pitch Contest—participants or individuals will present 90-second pitches for their concept.

Who: This competition is open to any Chico State student with a business concept or idea. Entries may be at any stage of development.

Dates: Submission cutoff: October 21, by 5 p.m. | Contest: Wednesday, November 16, 5 p.m.

Time: 5 p.m. to 8 p.m. (Participants should check in by 4:30 p.m.)

Where: Colusa Hall, Room 100

Dress code: Business attire

Cash prizes: $3,000 in total prize money, plus top four finishers automatically qualify as finalists for the spring 2017 Pitch Party and even more prize money. Additionally, all contestants will also receive a $10 gift card from T Bar for participating.

Elevator Pitch Particulars

Each participant will prepare an elevator pitch about a business concept, idea, or ongoing business. In this presentation, you will emphasize the business aspects of your project. The elevator pitch will be no longer than 90 seconds and will be delivered by one person. The pitches will describe the business or product; the problem or need being solved; the competitive advantages; and the commercial potential of the venture.

Presentation guidelines:

- Participants should not read their elevator pitch presentation.
- Participants may have a “crib sheet” in front of them, but this is not encouraged. Judges will generally mark down a presenter that appears to be reading his or her presentation.
- Participants may have a hand-held prop, if it is appropriate and helps demonstrate their project. However, we don’t encourage the use of props, because they can be distracting and take time away from the key messages in the pitch.
- Participants may not use PowerPoint, Keynote, Prezi, or any presentation software.

Mandatory Coaching Sessions

➢ VERY IMPORTANT - Please read through carefully!

Each participant must take part in two coaching sessions prior to the competition to qualify. Applicants must attend one coaching each from the Lecture and Practice Sessions. If you do not sign up for coaching, you will not be eligible to participate. Please sign up for your coaching date on the form provided and return to the Center for Entrepreneurship in Glenn Hall, Room 219-221.
Session 1—Lecture: The Basics of Making an Elevator Pitch

- Monday, October 17, 5 p.m.
- Thursday, October 20, 5 p.m.
- Tuesday, October 25, 5 p.m.
  Rooms TBD

Session 2—Practice Session

- Wednesday, November 2, 5 p.m.
- Friday, November 4, 3 p.m.
  Rooms TBD

REGISTER

All participants must register to be in the competition. By registering, you agree to be present and participate in all aspects of the competition. Register online at www.csuchico.edu/cfe or the following URL: https://goo.gl/pmcjt8

Submission cutoff is October 21 by 5 p.m. We will only accept 50 total applicants this year.

CONTACT

For any questions about competition logistics, please contact the Center for Entrepreneurship:
Glenn Hall, Room 219-221
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Contest and prize money sponsored by: