

PRO-TECH “TANK” PROJECT

TASK: Deliver a dynamic **7-10 minute** presentation to a group of shrewd investors with the intent on getting them to invest in your product.

Split the presentation “air time” equally between each partner.

Things to consider:

- Props?
- PowerPoint?
- Visuals?
- Rehearsed feeling?
- Tone?
- AIDA?

Prepare: What should you do if you or your partner is having technical issues? Or if one or more team members isn’t present? For these investors, **TIME IS MONEY!** What contingencies might you plan for?

Make sure to send me a detailed outline of your presentation ***before*** you take the stage.

Your presentation ***could*** have images, vides, PowerPoint, or just a great sales job delivered by smart, poised, and prepared human beings. Your goal here is to **SELL** your idea. If only there were some kind of model we’ve studied all semester long to use in order to aid you all in your quest...

I will allow up to **5 minutes** of questions from the audience after each presentation—this time ***does not*** eat into the presentation proper.

Investors have 1 million dollars EACH to invest in our teams (just not their own). The team with the most pledged funds will win an amazing prize*



Scoring:

Preparation/Outline

PASS FAIL

Length

PASS FAIL

Tone Matches Product

PASS FAIL

Wow Factor

PASS FAIL

Feedback During Peer Review

PASS FAIL

KEY DATES FOR THE PRO-TECH “TANK” PROJECT:

FRI, 4/18-Unpack project

TUES, 4/22-In-class project work

FRI, 4/25-Dry-run

TUES, 4/29-Delivery

*Yes, an amazing prize.

*Available for collect pick-up in fall 2020.