

How are your pitching skills?

Practice & do a self-assessment.

- Either work with a friend or colleague & pitch to each other sharing feedback.
- Record yourself on your phone and review your 'game-tape', look for ways to improve.
- Share your pitch recording to [DropBox](#) and I will give you feedback.

#1 Criteria for assessing a 30-second pitch / self-introduction

| Listen to the pitch & score each criteria | | Very much | To some extent | Not at all |
|---|---|-------------|----------------|------------|
| Content | | | | |
| #1 | Introduction - the speaker caught and held my attention | 3pts | 2pts | 1pt |
| #2 | Clear logic flow - I could easily follow the pitch message | 3pts | 2pts | 1pt |
| #3 | There was a motivating call to action - it was clear they had finished the pitch and what we should next | 3pts | 2pts | 1pt |
| #4 | Message - I learnt something useful | 3pts | 2pts | 1pt |
| #5 | How could the speaker improve? | | | |
| Performance | | | | |
| Listen to the pitch & score each criteria | | Very much | To some extent | Not at all |
| #5 | Preparedness & time management - the pace of the pitch was even and fit well in the allocated time | 3pts | 2pts | 1pt |
| #6 | The speaker made eye contact | 3pts | 2pts | 1pt |
| #7 | The speaker spoke clearly | 3pts | 2pts | 1pt |
| #8 | The speaker smiled and was friendly | 3pts | 2pts | 1pt |
| #9 | The speaker used clear intentional hand gestures | 3pts | 2pts | 1pt |
| Total | | ___ / 27pts | | |

Need to improve your pitching skills?

Book a call to discuss how we can improve your message structure, speaker performance & slide design.