

Sales Pitch

Entry Number _____

Name: _____

4-H Age: _____

Club: _____

Ribbon: _____

Product: _____

	Points Possible	Points Awarded	Comments
Introduction (Sell yourself-who are you and what do you do?) - Name, Club, years as a 4-H member - 4-H Project enrolled in - Product Promoting	15		
Product (Sell your idea- what does "it" do and who should care?) - Why was the product created? - What are the products uses? - What makes your product unique or a good buy? - Product price - Compare your product to other similar products - Sample of product	30		
Sale (Make the "ask"- what do you want? what do you want them to do?) - Motivation to buy - What will the proceeds be used for? - Answer any questions	25		
Presentation - Delivery- eye contact and voice/tone - Confidence- uses appropriate gestures and facial expressions - Organization and clarity - Use of technology/visual aids	20		
Time Limits - 3-5 minutes	10		
TOTAL		100	

Judge's comments: