

Pitching Like A Pro - Workshop Outline by Satish Shenoy

- **The Power of the Pitch**
 - What is a Pitch? Why do we pitch?
 - What are the common challenges of pitching?
 - Impact of a Great Pitch
- **Who, What, Why, When, Where, How?**
 - Who is Your Target Audience?
 - What Problem Are You Solving?
 - Why Are You the Right Person or Company? Why Now?
 - What Is Your Unique Value Proposition?
 - How We will Solve It?
 - Where are You In Your Value Creation Journey?
- **Pitching Techniques:**
 - Elevator Pitch
 - Question Pitch
 - Email Pitch
 - Rhyming Pitch
 - Timed Pitch
 - One Word Pitch
 - VC Pitch
 - Pixar Pitch
 - P6 Pitch
 - Shark Tank Pitch
- **How to Craft Your Pitch**
 - Know Your Audience
 - Know Your How - Online? In-person? Hybrid?
 - Pick Your Pitch Type(s)
 - Develop Your Story
 - Incorporate Data or Stats
 - Add Visuals, Pictures and Props
 - Write Your Script
 - Practice, Practice, Practice
- **How to Deliver Your Pitch**
 - Body Language
 - Vocal Variety - Volume, Pace, Pitch, Tone
 - Handling Questions & Overcoming Objections
- **Conclusion**
 - Key Takeaways and Next Steps
 - Additional Resources

