BUSINESS 191, SMALL BUSINESS MANAGEMENT

SPRING 2013, CONTRA COSTA COLLEGE

**ANGEL INVESTOR PRESENTATION**

You will be given a total of 10 minutes to make a financing “pitch” to a three person team of “Angel investors,” who have $10,000 to give you to develop your business.

Your pitch presentation can be oral, visual and/or demonstrative, such as a demonstration of your product. During your presentation, you may want to consider explaining your product and or service and its history. If there is a personal reason why you decided upon the product or service, you may want to consider discussing it. A strong finance pitch will cover some, if not all of the following issues:

* A 1-page handout, detailing your product or service main ideas or uses
* Where you are in the development process of your product and/or service
* What are the goals you have for the business
* What you would do with the $10,00 cash infusion
* What specifically will you be able to accomplish and have to show for the $10,000 after three months, six-months or twelve months
* Why you should be selected to receive the $10,000 over other prospective business plans and ideas

Following the presentations, students will write a 2- 3 page paper about the experience of making a sales pitch. The paper should also cover any thoughts you have on the other sales pitches you observed, what made you like or dislike any particular pitch and what you think makes a pitch or presentation compelling and the “winning pitch.” Finally, discuss any changes you would make or any recommendations you would give to at least one other presenter about their pitch.

Turn in next week. The assignment is worth 200 points.