

## Tradeshow and Elevator Pitch Competition (Thursday)

The Stuart Clark Venture Challenge welcomes all teams, advisers, event judges and invited guests to an opening reception and Tradeshow/Elevator Pitch Competition on Thursday evening. This is the first opportunity for teams to take a look at other competing teams with two separate activities taking place during the same evening.

### Tradeshow

#### Rules, Preparation & Requirements:

- A team's product or service should be presented as a tabletop display, with samples or examples if appropriate.
- Each team will be provided one six-foot table with skirting. Teams may request easels, power strips, electrical cords and other A-V equipment by contacting the Stu Clark Centre for Entrepreneurship. Please take note that the hotel does not permit hanging anything on the walls.
- Wireless Internet access is available.
- One student per team must be available at all times to discuss the team's concept with tradeshow judges and attendees.

Tradeshow Time: two and a half hours

### Elevator Pitch

#### Rules, Preparation & Requirements:

- Team presentation order will be determined by a random draw during the competition.
- The Elevator Pitch is bare-bones, no visual aids are allowed.
- One representative of each team stands before the judges (and the audience) to "sell" their business venture in a concise but thorough and engaging way. Pitch person will introduce themselves and the clock will then start immediately with a hard-stop at one-minute.
- Student must stay at the podium during the pitch.

Elevator Pitch Time: 1 minute

#### Competition Format:

- Tradeshow and Elevator Pitch
- Opening Round
- Wildcard Round
- Challenge Round
- Championship Round