



AIBL National Conference

Entrepreneur Pitch Competition Score Sheet

Judge Name _____

1	STUDENT NAME:			
	CONCEPT:			
	Ratings	5 - excellent	3 - good	1 - poor
	Written Pitch (scored pre-conference)			
	Problem & Solution			
	Business Model			
	Marketing Strategy			
	Financials			
	Stage Presentation Pitch (scored live at conference)			
	Pitch (concise, impactful)			
	Selling & Influencing Skills (persuasive, confident)			
	Project Potential (with funding support, does judge envision this business coming to fruition)			
	Nonverbals (posture, eye contact, attire, expressions)			
	Time Adherence (5 minutes)			
	CATEGORY SCORE			
FINAL SCORE				

2

STUDENT NAME:

CONCEPT:

Ratings

5 - excellent

3 - good

1 - poor

Written Pitch (scored pre-conference)

Problem & Solution

Business Model

Marketing Strategy

Financials

Stage Presentation Pitch (scored live at conference)**Pitch** (concise, impactful)**Selling & Influencing Skills** (persuasive, confident)**Project Potential** (with funding support, does judge envision this business coming to fruition)**Nonverbals** (posture, eye contact, attire, expressions)**Time Adherence** (5 minutes)

CATEGORY SCORE

FINAL SCORE

3

STUDENT NAME:

CONCEPT:

Ratings

5 - excellent

3 - good

1 - poor

Written Pitch (scored pre-conference)

Problem & Solution

Business Model

Marketing Strategy

Financials

Stage Presentation Pitch (scored live at conference)**Pitch** (concise, impactful)**Selling & Influencing Skills** (persuasive, confident)**Project Potential** (with funding support, does judge envision this business coming to fruition)**Nonverbals** (posture, eye contact, attire, expressions)**Time Adherence** (5 minutes)

CATEGORY SCORE

FINAL SCORE