



# Start:ME

Working Session 1

Session Nine

# Start:ME session objectives

- 1 Meet our table teams and map out how to work together effectively
- 2 Prep and practice for customer night



# What to expect on customer night

- 5 mins to present, 10 mins of Q&A
- 2-4 businesses, grouped by industry
- Customers provide anonymous feedback
- Post-session, time to debrief



# Remember your audience

- Focus on your “customers”
- Present yourself and what you sell
- Keep it simple
- Show and tell
- 5 mins flies by



# Your three assignments this week

- 1 Send pitch outline to mentor(s) – mentors must clear you for customer night
- 2 Practice for customer night; prepare samples/materials
- 3

