WORKING SESSION 1

W W W . S T A R T M E S P A R T A N B U R G . C O M



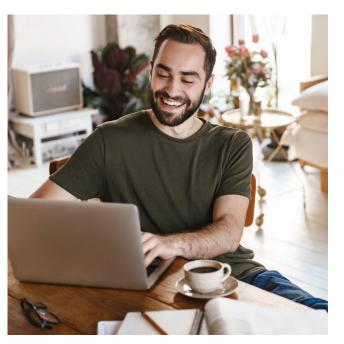
WORKING SESSION ONE











WEEK SEVEN Objectives

- Meet with your mentor group.
- Prepare for customer night.
- Work on any incompleted homework.



WORKING SESSION ONE



Preparing for **Customer Night**

- together.

Customer Night is , be sure to invite your family and friends.

• Each entrepreneur will have 5 minutes to present and 10 minutes for audience questions. • 2-4 businesses, grouped by industry will be

• Customers provide anonymous feedback. • Post-session, time to debrief.





Remember your Audience

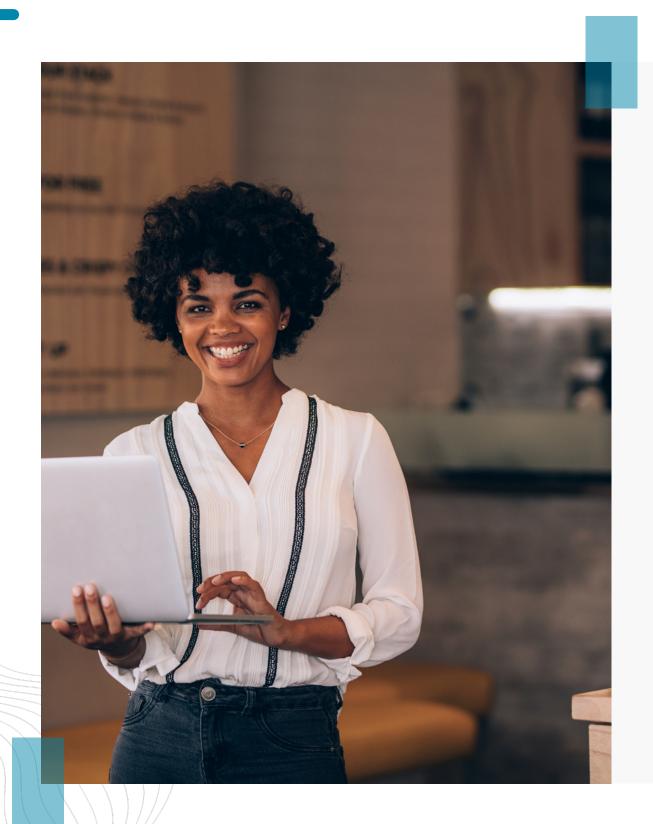
- Focus on your "customers"
- Keep it simple
- Show and tell
- etc)

• Present yourself and what you sell

• You can use what you need (powerpoint, examples,

• Remember that 5 minutes flies by!

WORKING SESSION 1



Week Seven Homework

- Continue working on pitch
- night

If additional program materials are available, you can access them online using this QR code and password "imallin".



• Invite friends and family to customer feedback

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