



WORKING SESSION 1

WWW.STARTMESPARTANBURG.COM



WEEK SEVEN **Objectives**

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



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

■ Preparing for **Customer Night**

- Each entrepreneur will have 5 minutes to present and 10 minutes for audience questions.
- 2-4 businesses, grouped by industry will be together.
- 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
- You can use what you need (powerpoint, examples, etc)
- Remember that 5 minutes flies by!



Week Seven **Homework**

- Continue working on pitch
- Invite friends and family to customer feedback night

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

