



COMMUNITY TRADESHOW

WWW.STARTMESPARTANBURG.COM



Week Twelve **Objectives**

Network with community resources
Complete practice business pitch for peer-rated scores.



Peer Rating

Core aspect of Start:ME

- We are a peer-based program (not expert driven).
 - We teach and coach one another
 - We actively promote feedback
 - We evaluate and assess businesses that are most promising and “ready”
- We ask that you rate your classmates as a valuable feedback tool.
 - This includes mentors, customers, lenders and peers.
- Done not to praise or discourage
 - Show you where you stand based on peers and mentors feedback.
- Use for focus and fuel
 - Only the final rating counts
 - You have a final rating and chance to pitch again on Pitch Night.



Key Focus Areas

- The Skills/ Background
- Promising Product/ Service
- Clearly Defined Market
- Strong Financial Outlook
- Strong Capital Loan Proposal

Use the peer rating categories on the peer rating sheet to rate your peers. You will receive your scores by next week.



Week Twelve Homework

- Continue refining your financials
- Update business plan
- Continue drafting written business plan
- Update your pitch based on feedback

To access online materials and PowerPoints, use the QR code and password "imallin".

