

Sales Pitch Impromptu Rules

Impromptu Sales: In this solo event, the student will pull one image of an object (which may be familiar but possibly unknown) from a "for sale" bag and then have one (1) minute to both prepare and present a short, coherent one (1) minute "sales pitch" inspired by the newly named picture in hand. The presentation may be humorous and/or serious in nature and knowledge of the true function of the item is unnecessary. It is an opportunity for a contestant to be creative and imaginative.

During this performance the student should strive to demonstrate the following skills:

CONNECTION TO AUDIENCE: creates interest and holds your attention; presents a well developed sales pitch that tempts you to purchase the item.

VOCAL VARIATION: effectively varies volume, pitch, speaking rate, tone, pauses, emphasis and mood.

PHYSICAL VARIETY: uses eye contact and various facial expressions, gestures, and body language to enhance their sales pitch.

ORGANIZATION AND STRUCTURE: Did the student construct a well-organized sales pitch; avoid slang, poor grammar, and mispronunciations; use a distinct organizational pattern, which you could easily follow?

USE AND EXAMPLES: Did the student effectively name and "sell" the item; use a variety of examples to illustrate their ideas on the item's purpose?