

## Pitching 1 | How to Build a Great Pitch that Hooks Investors

An HBS Accelerate Workshop

## **Host Checklist**

Printable checklist to help you prepare. Visit site for more detailed description.

Actions to Complete in Advance of Workshop
READ the short Workshop Description.
INVITE participants using language from Workshop Description.
<b>READ</b> the Workshop Goals and Structure Overview for Hosts to understand objectives and approach.
<b>REVIEW</b> and <b>PRINT</b> the Workshop Timing overview to understand timing of activities before Workshop and to refer it to during the workshop, while advancing workshop slides.
<b>REVIEW</b> the slide presentation of workshop content with the workshop timing overview. You'll display slides during the workshop to deliver content that corresponds with activities.
<b>PRINT</b> copies of each activity in advance for all workshop participants (links to all activities below). Each activity has multiple pages. <i>Be sure to print all pages</i> .
<ul> <li>SELECT an appropriate space work to hold workshop. Consider room acoustics and ensure everyone can see and hear videos. Space should:         <ul> <li>Allow participants to easily turn to one another and work in pairs or small groups</li> <li>Quickly reassemble into the larger group</li> <li>View Accelerate videos together on large screen.</li> </ul> </li> </ul>
CHECK A/V equipment.
PRINT these Materials in Advance & Bring to Workshop  Print a copy for yourself and any staff members helping with workshop, to reference during the workshop.
Workshop Short Description (includes learning outcomes and speaker bio).
Workshop Timing Overview (for host to reference during workshop).
PRINT COPIES of Workshop Activities for ALL participants
Activity 1   Pitch Pulse-Raising Test (3 pages).
Activity 2   Discover Your Hook: Pitch for Problem (3 pages).
Activity 3   Discover Your Hook: Pitch for Product (3 pages).
Activity 4   Discover Your Hook: Pitch for People (3 pages).
Materials to Bring to the Workshop Extra pens for participants.
Pre-assembled packet of copies of all activities.