

Host's Overview of Workshop Timing

This provides an at-a-glance overview of timing. Only abbreviated descriptions of activities appear below. To understand and complete activities, participants should read the direction sheet for each activity.

Description	Duration	Cumulative
Introductions: Host & participants. Host advances slides to slide 2, welcomes group and reviews workshop purpose & outcomes.	5 min	5 min
Video 1: Host plays video, Introduction: Pitching with the 6 'P' Framework: Proof, Process & Profit.	6 min	11 min
<p>Activity 1: Pitching for Proof: Identifying Uncertainties</p> <p>Host makes sure all participants have directions and assessment sheet. Participants pair up. Host starts 1st timer embedded on Activity 1 slide, then starts subsequent timers.</p> <ul style="list-style-type: none"> • 3 min On "Identifying Uncertainties" sheet, everyone answers #1 & #2, preparing a 1-min pitch to share with partner. • 1 min 1st Founder shares 1-minute company overview while partner listens and takes notes on "Investor Assessment" sheet. • 1 min Investor completes Assessment sheet. • 1 min Reverse roles so 2nd person pitches while partner listens and takes notes on "Investor Assessment" sheet. • 1 min Partner completes Assessment sheet. • 2 min Partners swap sheets, review comments, and discuss any surprises briefly. • 2 min Each person begins continues to complete "Founder's Identifying Uncertainties" sheet after receiving partner's feedback. 	11 min	22 min
Regroup: Host invites participants to reassemble, advances slide to Video 2.	<1 min	22 min
Video 2: Host plays video, Incorporating the Process 'P' into a Pitch	3+ min	25 min
<p>Activity 2: Incorporating the Process 'P' into a Pitch</p> <p>Host advances slide to Activity 2, ensures that all participants have directions and assessment sheet. Participants pair up. Host starts 1st timer embedded on Activity 2 slide.</p> <ul style="list-style-type: none"> • 3 min On "Explain Your Process for Acquiring Proof" sheet <ul style="list-style-type: none"> • everyone answers #1. • everyone answers #2 preparing a 1-min pitch to share with partner. • 1 min 1st Founder shares their 1-minute company overview while partner listens and takes notes on Assessment sheet. • 1 min Partner completes Assessment sheet. • 1 min Reverse roles so 2nd person pitches business overview while partner listens and takes notes on Assessment sheet. • 1 min Partner completes Assessment sheet. • 2 min Partners swap sheets, review comments, and discuss any surprises briefly. • 2 min Each person begins continues to complete "Explain Your Process for Acquiring Proof" sheet after receiving partner's feedback. 	11 min	36 min
Regroup: Host invites participants to re-assemble and advances slide to Video 3.	<1 min	36 min
Video 3: Host plays video, Pulling Together Proof & Process to Demonstrate Potential for Profit 'P'	3 min	39 min

Description	Duration	Cumulative
<p>Activity 3: The Profit ‘P’: Proving Your Aspiration Presents a Feasible Opportunity</p> <p>Host advances slide to Activity 3, ensures that all participants have directions and assessment sheet. Participants pair up. Host starts timer embedded on Activity 3 slide.</p> <ul style="list-style-type: none"> • 5 min Each person writes answers to questions 1-4 on “Demonstrating Your Aspiration as Opportunity to Investors” sheet • 1 min Person acting as founder first pitches while partner listens and completes “Investor Opportunity Assessment” sheet. • 1 min Investor completes assessment sheet. • 1 min Reverse roles so next person pitches. • 1 min Investor completes assessment sheet. • 3 min Swap assessment sheets and quick discussion among partners. • 3 min After receiving assessment from partner, each person completes #5 on “Demonstrating Your Aspiration as Opportunity to Investors” sheet. 	15 min	54 min
Regroup: Host invites participants to re-assemble and advances slide to Video 4.	<1 min	54 min
Video 4: Host plays video, What’s Next?	3 min	57 min
Discussion: How participants can access materials and continue applying the framework to their ventures after the workshop.	3 min	60 min