



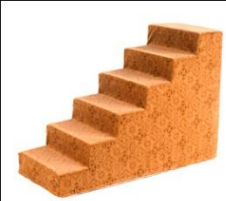
Idea Speed Dating

Class Four

Bill Aulet

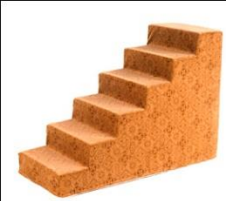
Howard Anderson





Idea Speed Dating

- Opportunity to practice the “elevator pitch”
 - ▶ 60 seconds to communicate the most important points about your idea
 - ▶ What if you were stuck in an elevator with a VC, how would you sell your company?
- You will pitch your idea to your classmates – 5 times! – and the top ideas will rise to the top and be presented to the class
 - ▶ You will chose from these, but all ideas will not survive
 - ▶ If you feel very strongly about an idea that is not chosen & you still want to work on it, you may request a team of 1 (not recommended & not sure approval)
 - ▶ Teams must be no more than 3 people



Pitching Session Structure

- 5 minutes total for pitching round
 - ▶ 1 minute – Pitcher A → B
 - ▶ 1 minute – Pitcher B → A
 - ▶ 1 minutes – Q&A (Both Ways)
 - ▶ 1 minute – Scoring
- Total of **7** points to be allocated between each pair for each round
 - ▶ Fill out grading sheet at end of each round
 - ▶ Grades must be consistent between 2 students
- Top 30 students with highest points will pitch their idea in front of the class for 45 seconds



Two Groups

- “A” Group
 - ▶ Stay put in your seats
 - ▶ “Homebodies”
- “B” Group
 - ▶ Move around after each session
 - ▶ “Hunters”
 - ▶ You have to find the partner for next session
- Do with people you do **not** know
- Everybody know if they are A or B?
- Have to stay on time or you will not get done



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February 2013

Name:

Elevator Pitch: What is your business idea? How is it differentiated?

What will it take to grow the business?

Why are you the person/team to do it?

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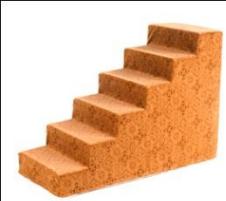




Score Sheet

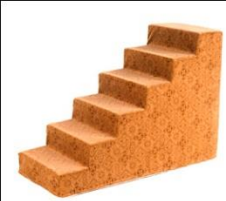
Directions: You will find a partner to pitch with. Each will have a minute to pitch and then a minute and a half to discuss. At the end (in the fourth minute), you will have seven points to divide between the two ideas and you need to come to an agreement on how to allocate the points. Possible math: $0+7=7$, $1+6=7$, $2+5=7$, $3+4=7$ – No Fractional Points. Don't be fair, be honest!

My Score	Partner Score	Total
		7 (Session #1)
		7 (#2)
		7 (#3)
		7 (#4)
		7 (#5)
		35



What Did We Learn Today?

- How to pitch an idea
- Got to know some more people in class
- Whether my idea is attractive to others
- What other ideas are out there
- How to quickly assess ideas
- How to let go of my idea
- Who might be on my team



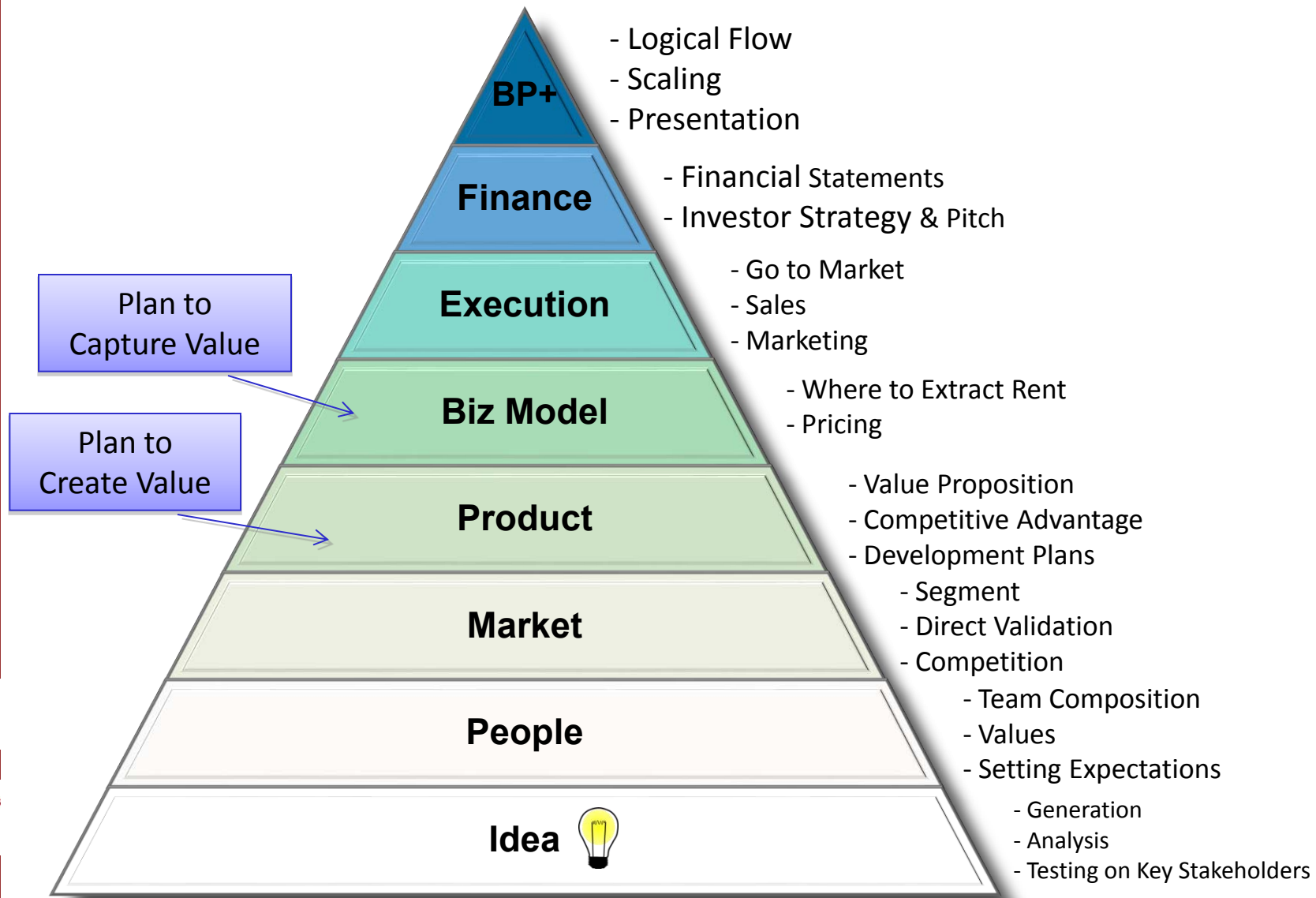
Where Do We Go From Here?

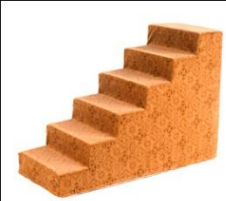
- Hopefully you are starting to zero in on an idea and a team
- Now focus on the team
- The idea will morph over time and potentially completely change
- Preferences due next class
- Next class we will review the status of the teams
- Those who are not on a team or have last second remores will have 2 days to find or create a team
- Teams finalized on Friday
- On Wednesday will also talk about some thoughts about what to do once you think you have a team



Logical Flow of Course

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Remember this is an academic exercise with the focus on learning the process – there are no commitments beyond this semester ... but to find a good team will make the experience much better and it might be someone you want to work with longer term

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Spring 2013

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