

# NETWORK KANSAS YOUTH ENTREPRENEURSHIP CHALLENGE (YEC) SERIES

## 4-MINUTE PRESENTATION SCORECARD (Example)

*This scorecard is intended to show how the 4-Minute Presentation may be scored.*

Category	Score (circle one) Poor...Sufficient...Excellent	Final score
<p align="center"><u>Business Overview</u></p> <p>-What is it, who occupies key roles (management /operations), what is your experience, what legal structure will you use, etc. -What product or service will you provide, where will your business exist, when will it happen, what funds will you need, etc.</p>	<p align="center">1   2   3   4   5</p>	
<p align="center"><u>Marketing</u></p> <p>Market research including target market, how will you reach your market, potential growth, competition, promotion and advertising, pricing strategy.</p>	<p align="center">1   2   3   4   5</p>	
<p align="center"><u>Financials</u></p> <p>Project financial requirements, cash flow, projected income, etc.</p>	<p align="center">1   2   3   4   5</p>	
<p align="center"><u>Presentation</u></p> <p>Poise, confidence, comprehension, ability to answer judges' questions, proper attire for a business presentation, captures attention, is within time limits, etc.</p>	<p align="center">1   2   3   4   5</p>	
<p align="center"><u>Investable</u></p> <p>How likely would you be to invest in this business?</p>	<p align="center">1   2   3   4   5</p>	
<p align="center"><b>GRAND TOTAL</b></p>		<p align="center">/25</p>