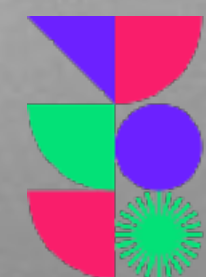


Pitch Coach
TEDx Speech Coach
Co-founder of Pitchy

David Beckett

best3minutes.com



Best 3
Minutes

Coached 1500+ Startups & Scaleups
RAISED OVER €360MILLION



**GREAT IDEAS
NEED A VOICE**



You will receive

SLIDES AND MANY MATERIALS



A close-up photograph of a woman's face, looking slightly to the left. The image is heavily stylized with a vibrant, multi-colored bokeh effect in shades of blue, purple, pink, and orange. Several large, semi-transparent question marks are scattered across the image, particularly around the woman's eyes and mouth. The overall mood is one of curiosity and inquiry.


QUESTIONS?

Please ask

IN THE CHAT or BY VOICE!



How to make a great
HACKATHON PITCH

A collection of various antique tools hanging on a white wooden wall. The tools include hammers, wrenches, pliers, saws, and other hand tools, arranged in rows. The word "TOOLS" is overlaid in large white letters on a dark blue background in the center of the image.

TOOLS

TOM TOM FAMILY HACKATHON!



VIDEO - 2-3 MINUTES

DOES NOT HAVE TO BE SUPER-PROFESSIONAL



DRAW



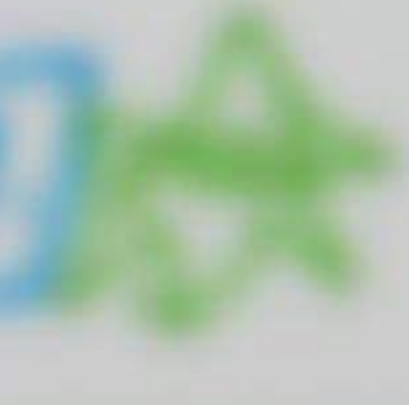
FILM WITH PHONE

DO NOT HAVE TO EDIT THE FILM

OR PERFECT IT



LEARN UP



TOM TOM FAMILY HACKATHON!

▶ VIDEO - 2-3 MINUTES.

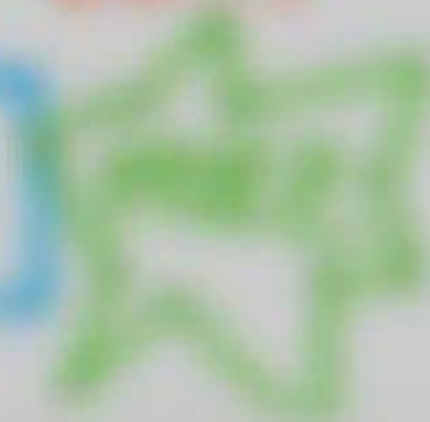
DOES NOT HAVE TO BE SUPER-PROFESIONAL

▶ DRAW

▶ FILM WITH PHONE.

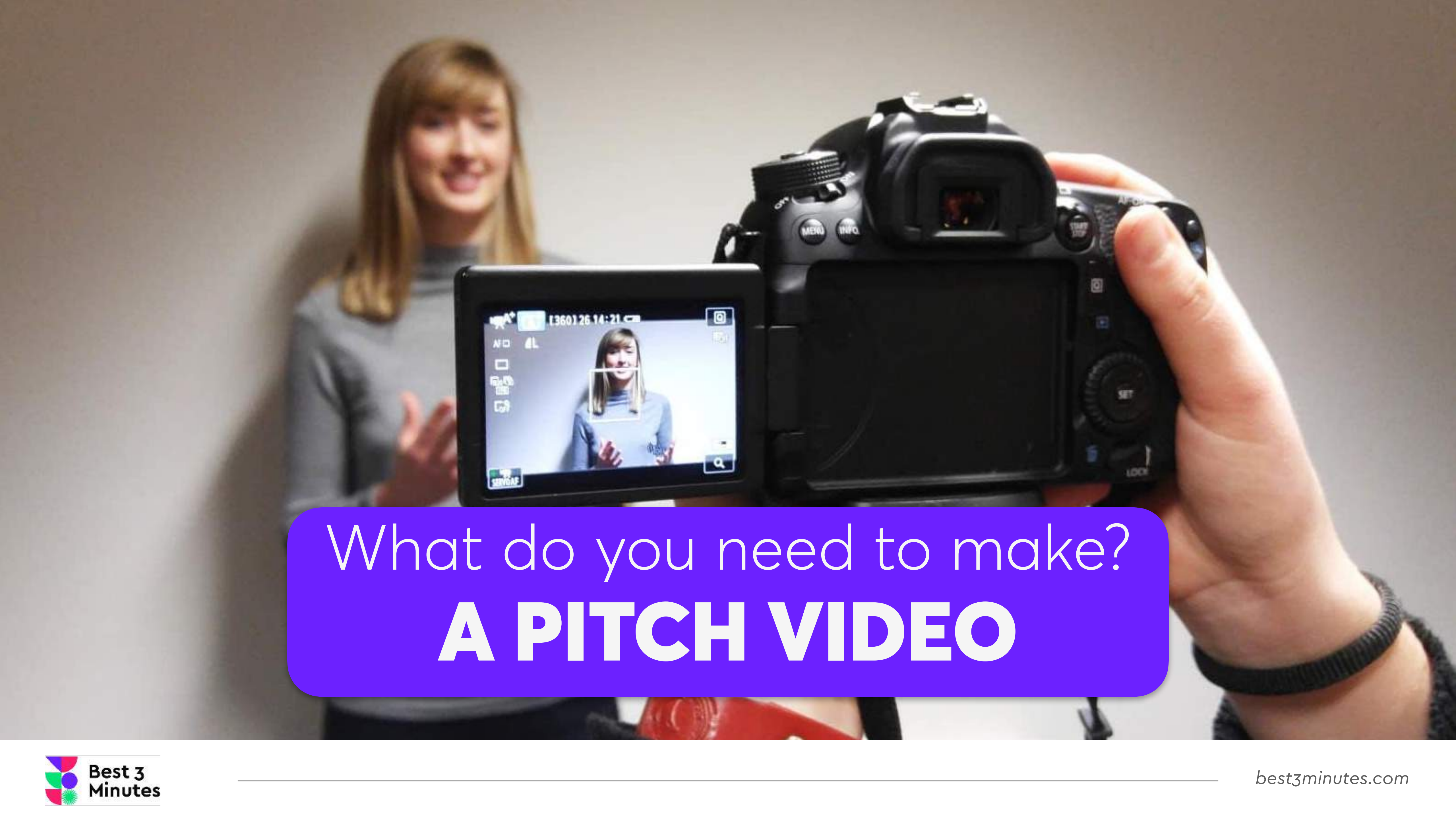
SOFT HAVE TO LAST THE FILM.

ONE PERFECT MOM.



LEARN LIFE






What do you need to make?
A PITCH VIDEO


How long?
2-3 MINUTES

TOM TOM FAMILY ANIMATION

VIDEO - 2-3 MINUTES

DOES NOT HAVE TO BE SUPER-PROFESSIONAL

 DRAW

 FILM WITH PHONE.

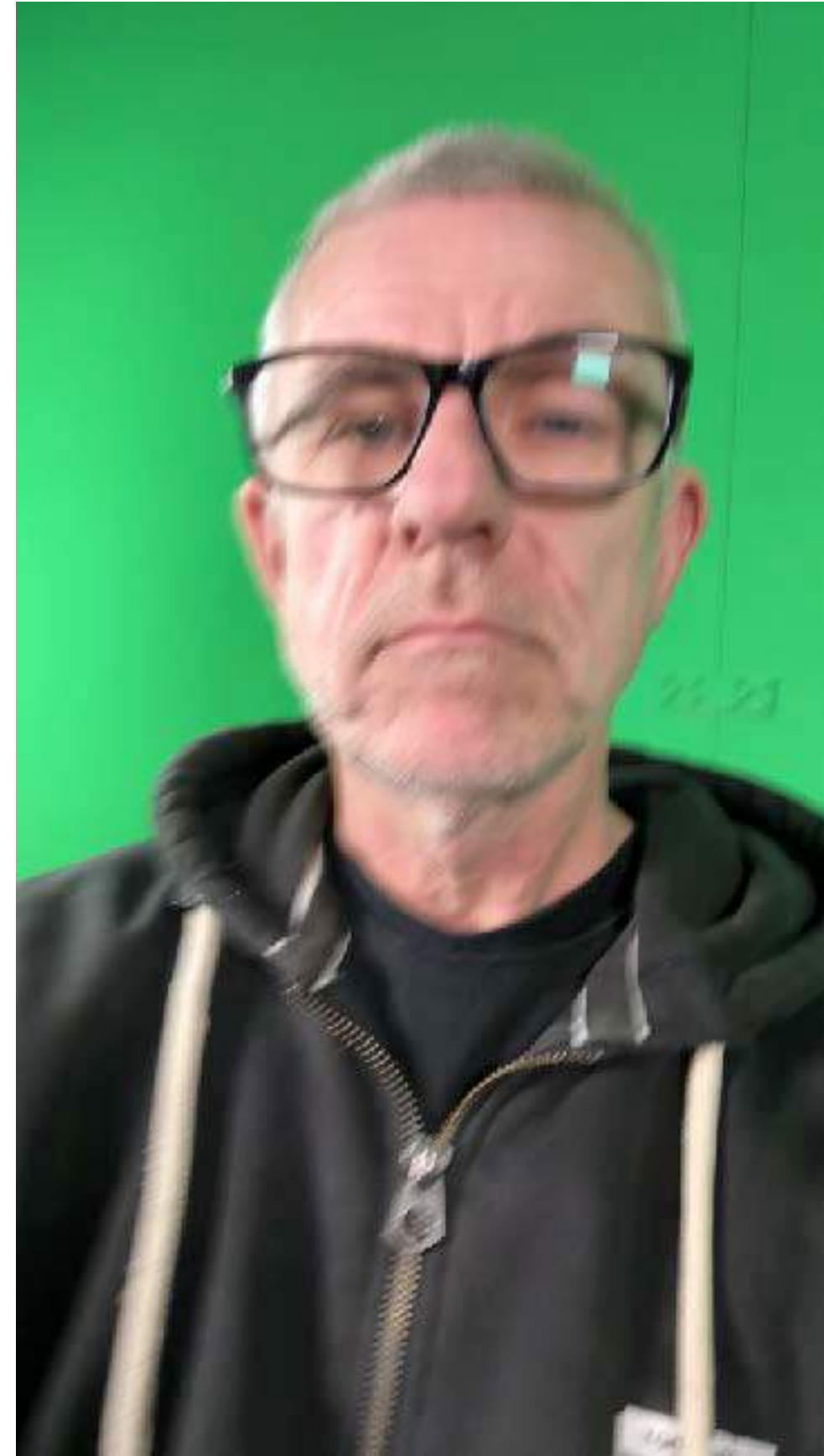
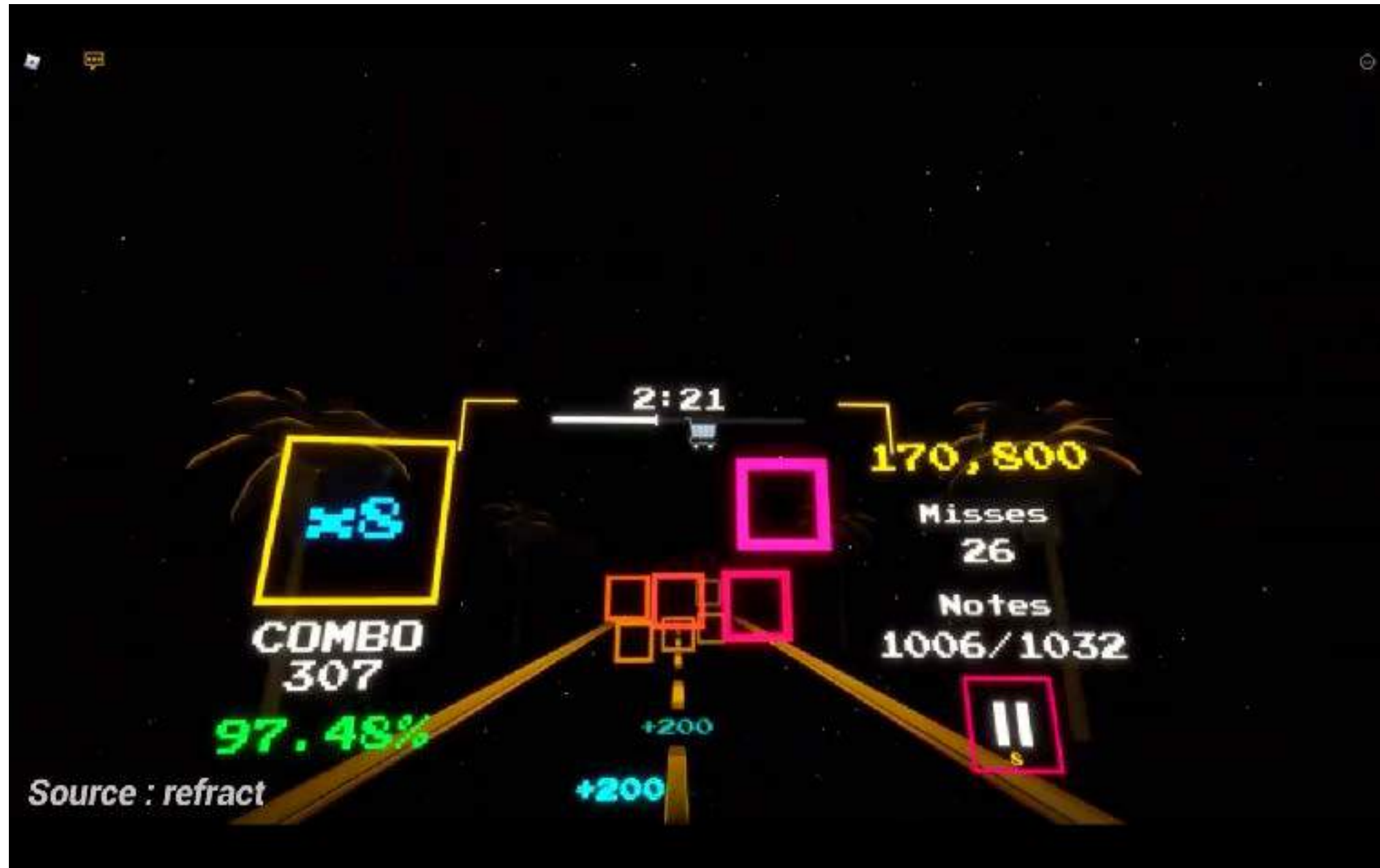
SOFT HAVE TO EDIT THE FILM.

0-30 PERCENT



LEARN LAW





TIMESHEET: FRONTEMPLAT

☰ TODAY Sep 13 ☑

"THIS IS YOUR LAST
TIMESHEET. RESUME?"
YES NO

⊖ CLIENT: PROJECT
TASK ≡

⊖ CLIENT: PROJECT
TASK ≡

NOTE:

SELECT DATE WIDGET

← TODAY → DONE

< Sept 09 >

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20

TIMER

← TOD

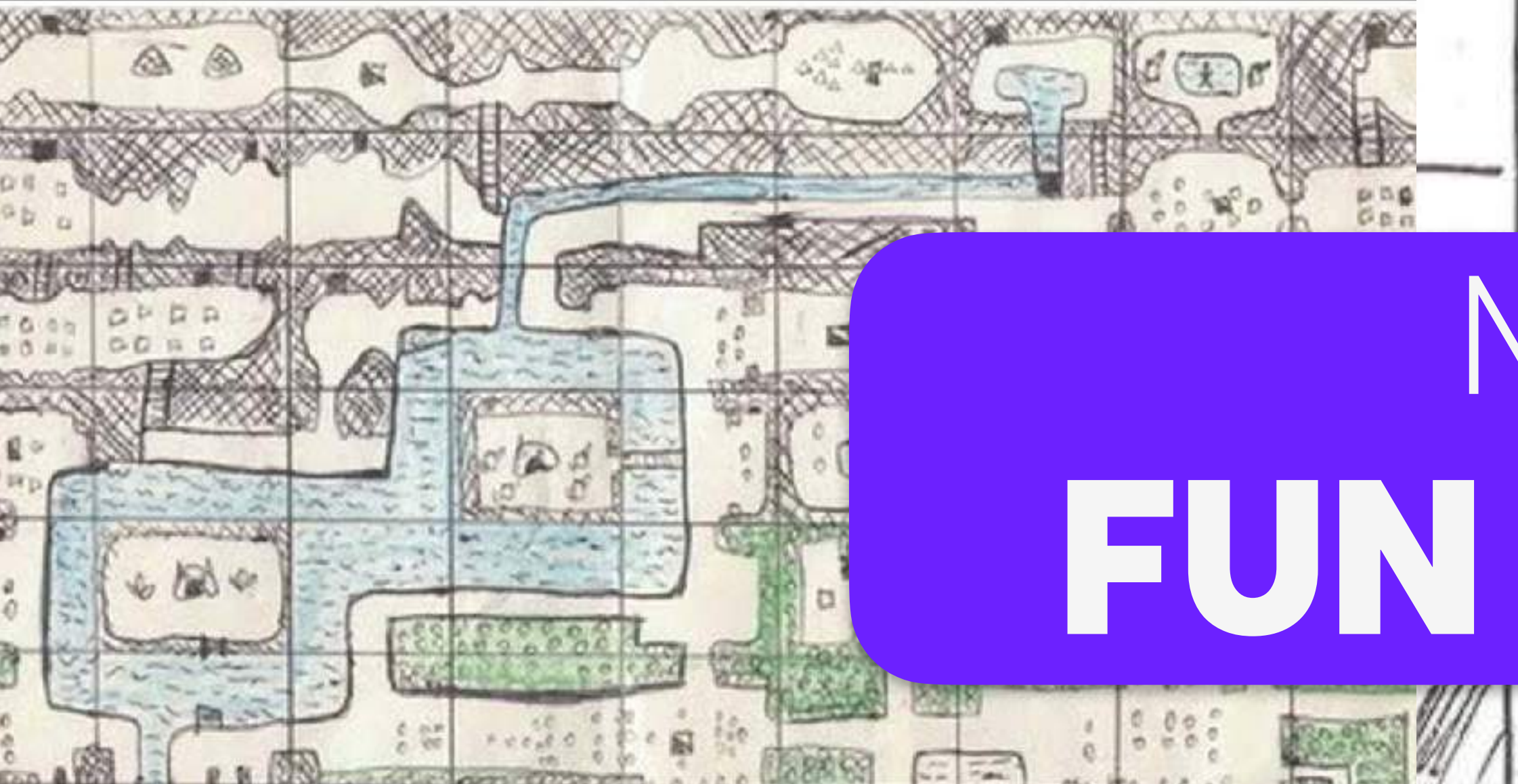
SEP

CLIK

TAS

≡

ST



Make it
FUN & CLEAR

TOM TOM FAMILY RECAP/PHOTOS

▶ VIDEO - 2-3 MINUTES.

DON'T HAVE TO BE SUPER-PROFESSIONAL

▶ DOWNLOAD ▶ FILM WITH PHONE.

SOFTWARE TO EDIT THE FILM.

OBS PROJECT. COM.

FREE

LOOM.COM.

FREE

Screen capture & **EDITING SOFTWARE**

OBS Studio

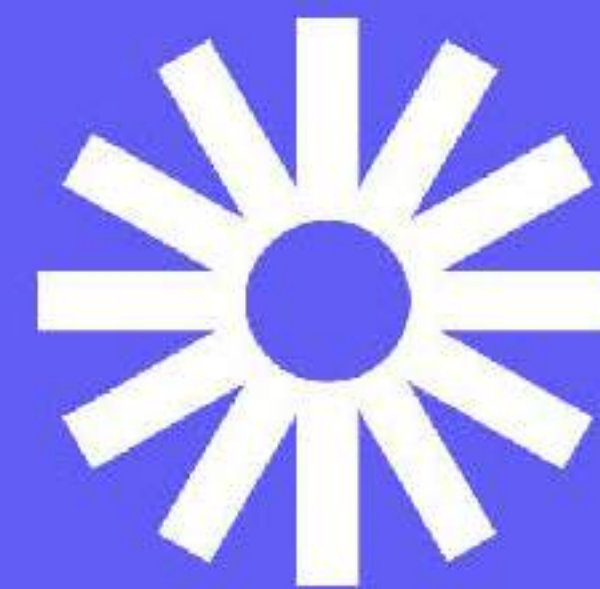
Latest Release    27.1.3 - October 4th

Windows

macOS 10.13+

Linux

Free and open source software for video recording and live streaming.



loom







QUESTIONS?

Please ask

IN THE CHAT or BY VOICE!

JUDGING CRITERIA

	FUN!	+
	CREATIVITY	HOW YOU USE THE TOWN CITY READ-IN.
	COMPLAINTS.	

JUDGING CRITERIA



FUN!



CREATIVITY



COMPLAINTS



HOW YOU USE
THE TOWN
CITY READ-IN



JUDGING CRITERIA



FUN!

CREATIVITY



CONFIDENCE

+
HOW YOU USE
THE TOWN
CITY READ-IN



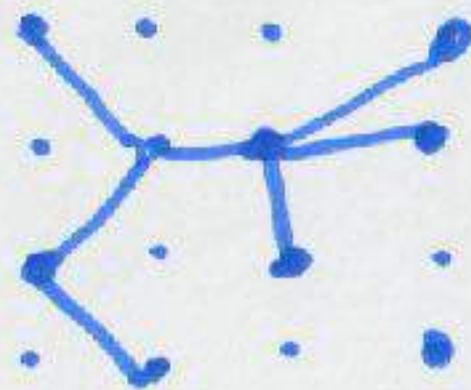
JUDGING CRITERIA



FUN!



CREATIVITY



COMPLEXITY.

+
HOW YOU USE
THE TOPIC.
CITY READ-IN.



JUDGING CRITERIA



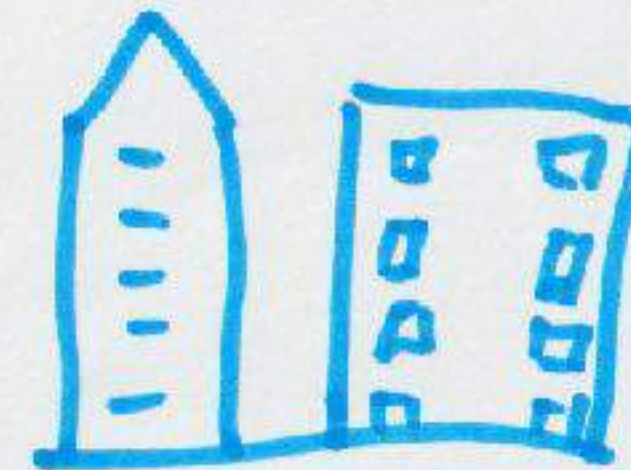
FUN!

CREATIVITY



COMPLEXITY.

+
HOW YOU USED
THE TOMTOM.
CITY PLUG-IN.





QUESTIONS?

Please ask

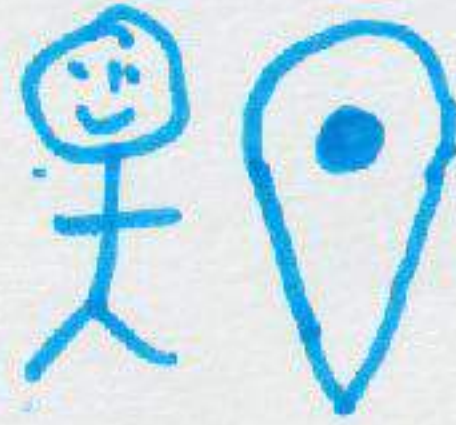
IN THE CHAT or BY VOICE!

Which topics should be in
YOUR WINNING PITCH?

THE PITCH.



THE
BIG
IDEA.



CHARACTERS,
LOCATION,
SCENARIO



THREE
BIG THINGS
ABOUT THE
GAME.

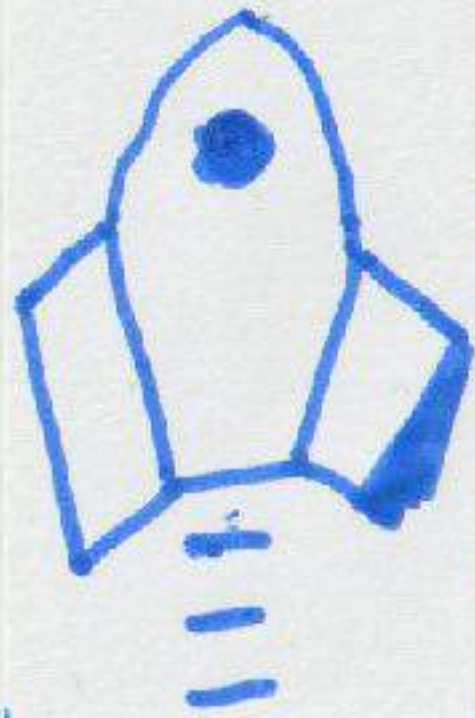


HOW YOU
USED THE
CITY PLUGIN







A
STRONG
FINISH.

THE PITCH.



THE
BIG
IDEA.

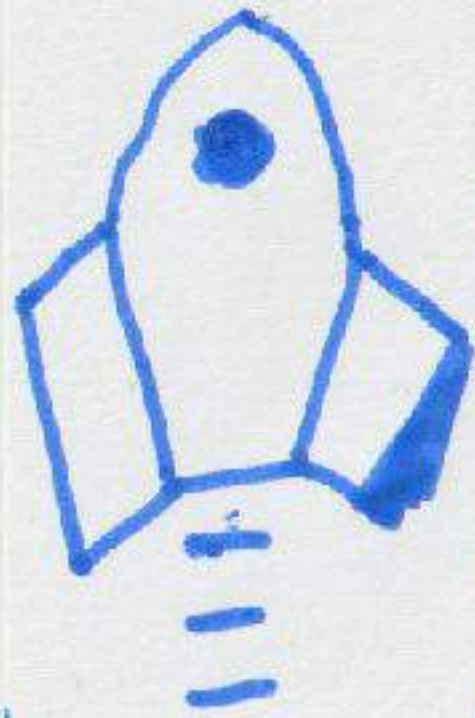
			
COMPANIES, LOCATIONS, SCHEDULES	THREE BIG THINGS ABOUT THE GAME.	HOW YOU WANT THE CITY ASIDE	A STRONG LEADER







THE BIG IDEA

In **1-2 sentences**, what is the game all about?

THE PITCH.



THE
BIG
IDEA.

			
COMPANIES, LOCATIONS, SCHEDULES	THREE BIG THINGS ABOUT THE GAME.	HOW YOU WANT THE CITY ASIDE	A STRONG MESSAGE

THE PITCH.



THE
BIG
IDEA.



CHARACTERS,
LOCATION,
SCENARIO



THREE
BIG THINGS
ABOUT THE
GAME.

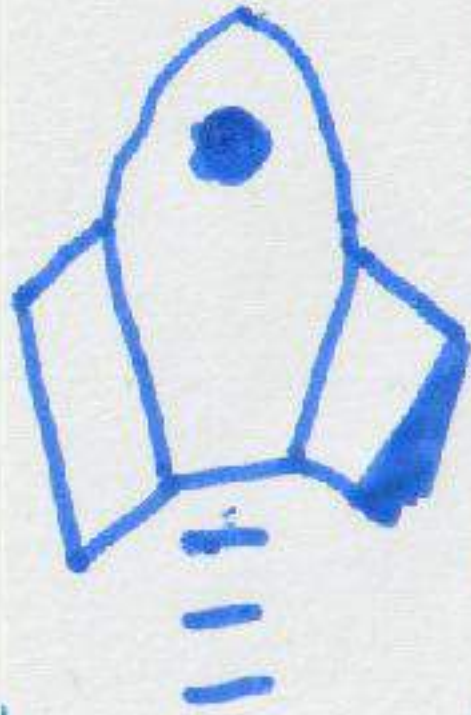


HOW YOU
WANT THE
LIFE AROUND



A
STRONG
LANGUAGE

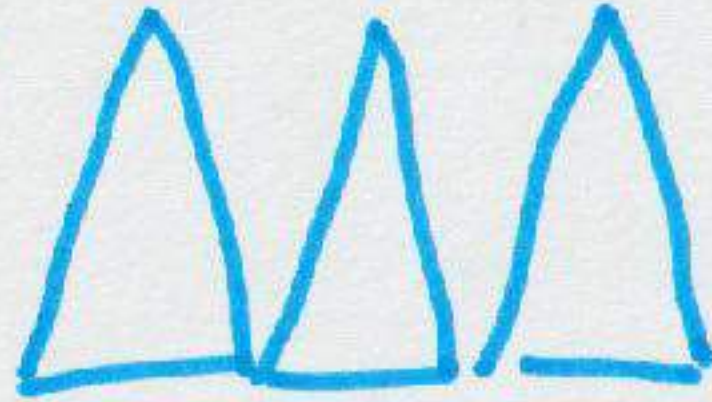
THE PITCH.



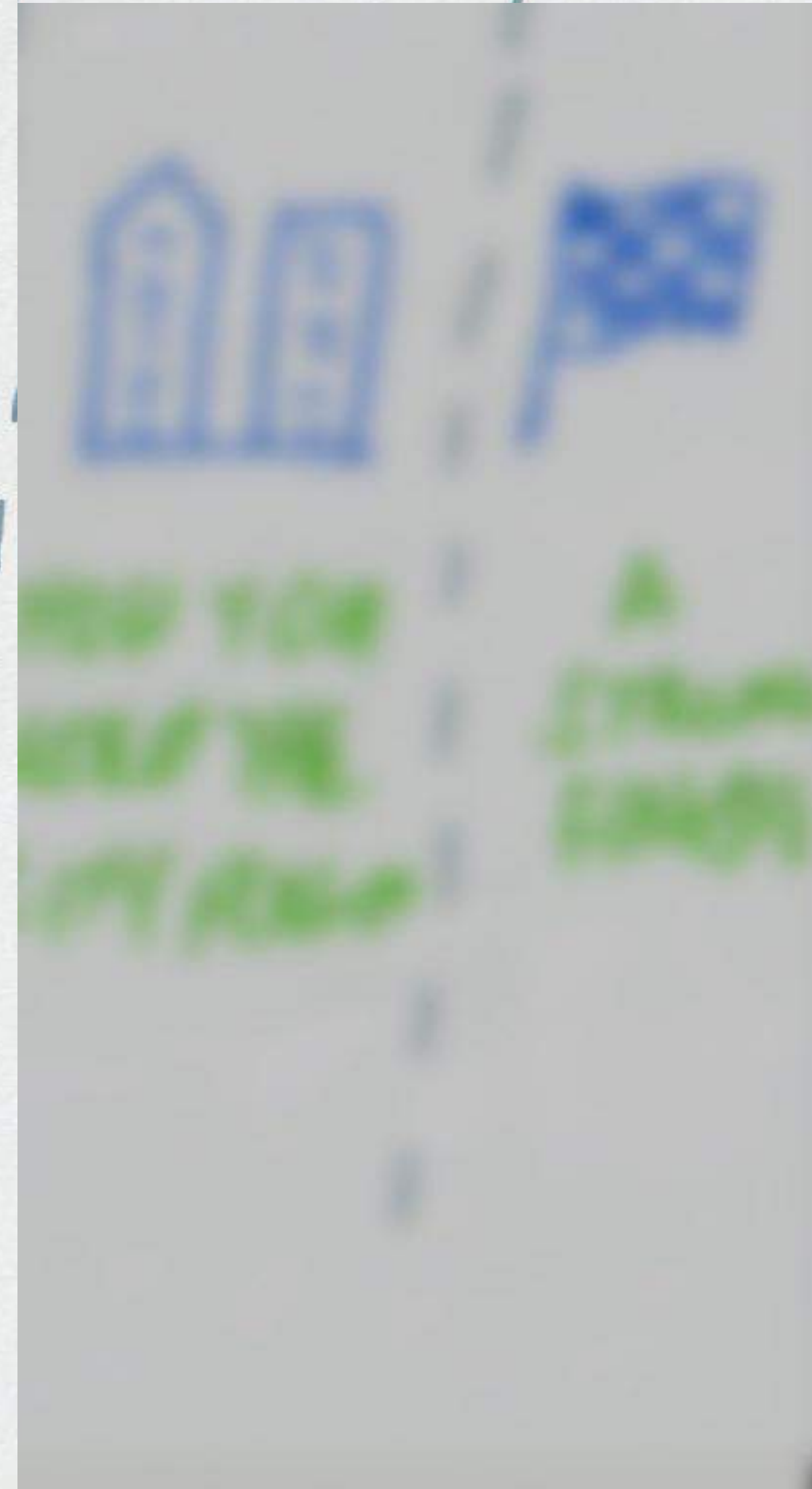
THE
BIG
IDEA.



CHARACTERS,
LOCATION,
SCENARIO



THREE
BIG THINGS
ABOUT THE
GAME.



Most of all...

SHOW THEM THE GAME!

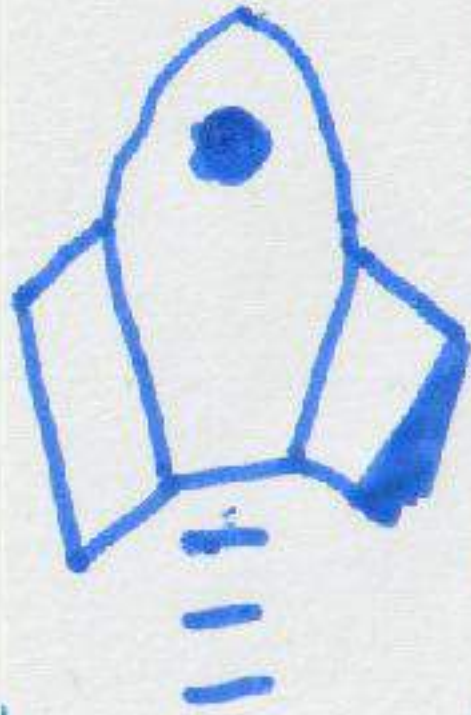


Most of all...

SHOW THEM THE GAME!



THE PITCH.



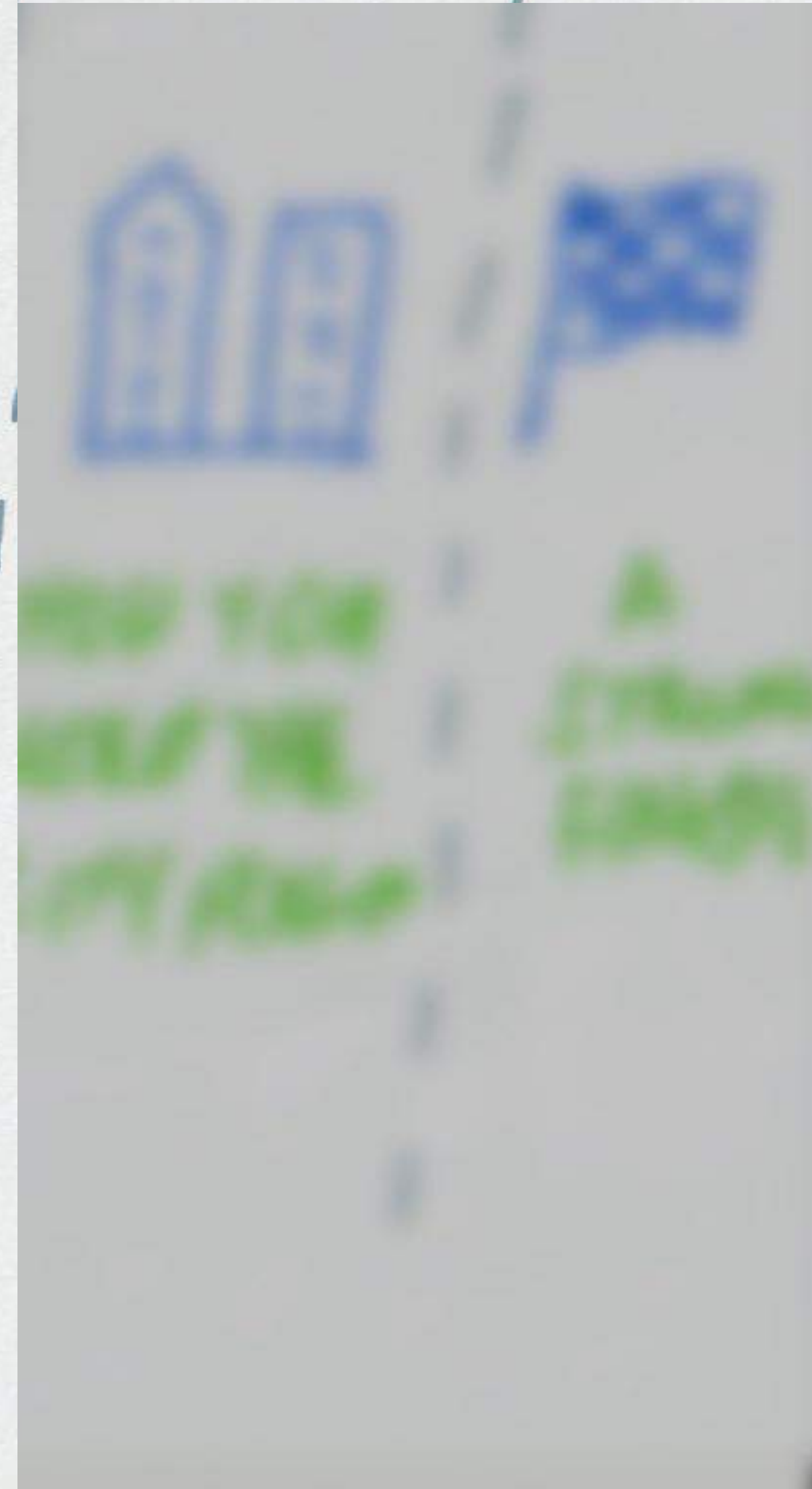
THE
BIG
IDEA.



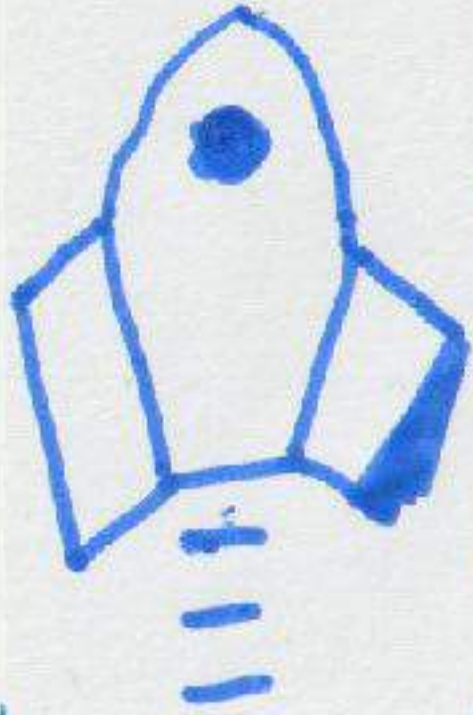
CHARACTERS,
LOCATION,
SCENARIO



THREE
BIG THINGS
ABOUT THE
GAME.



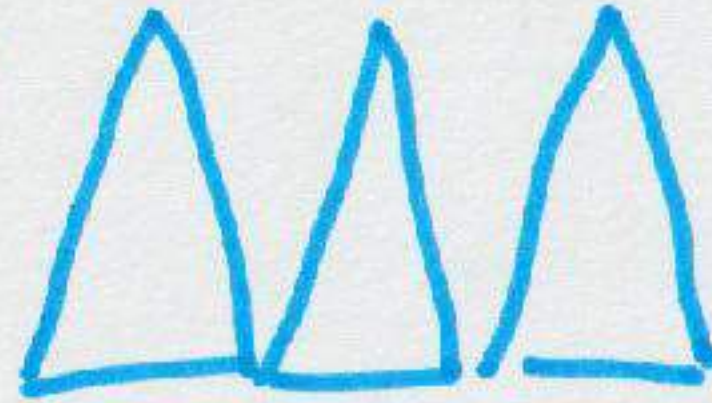
THE PITCH.



THE
BIG
IDEA.



CHARACTERS,
LOCATION,
SCENARIO

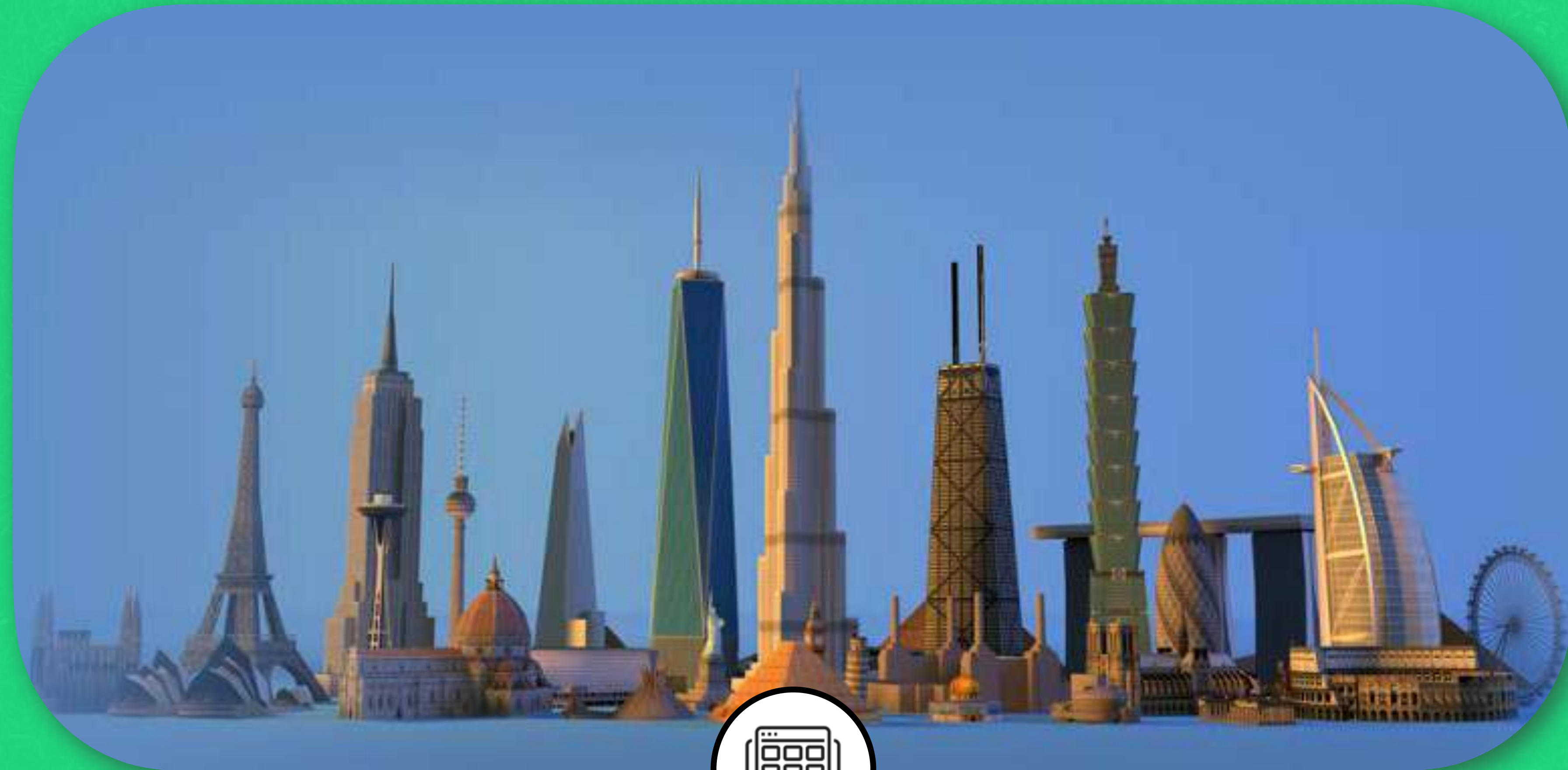


THREE
BIG THINGS
ABOUT THE
GAME.

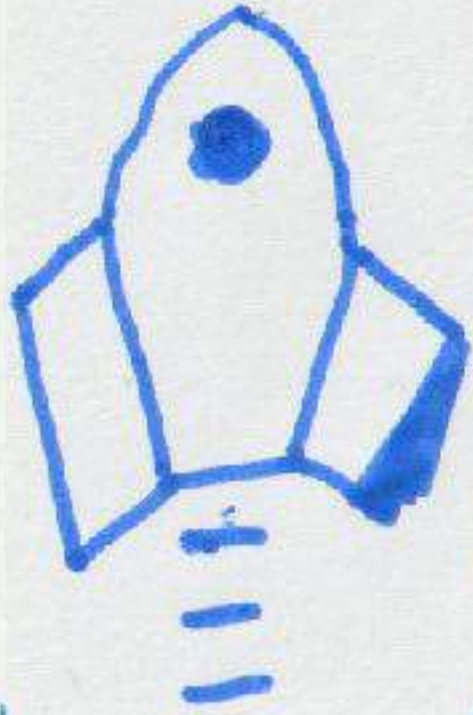


HOW YOU
USED THE
CITY PLUGIN

How did you use the
CITY BUILDER PLUG-IN?



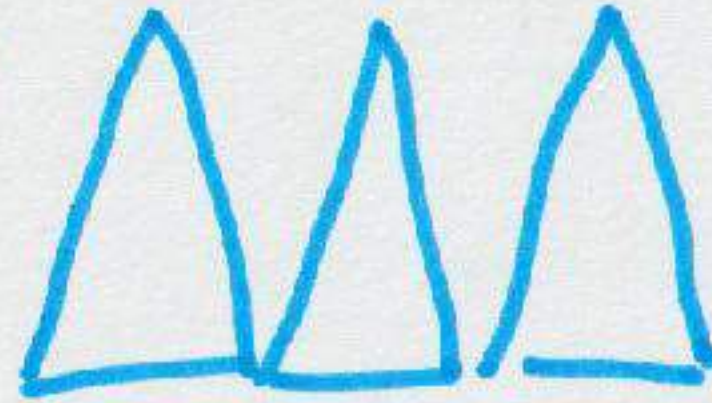
THE PITCH.



THE
BIG
IDEA.



CHARACTERS,
LOCATION,
SCENARIO

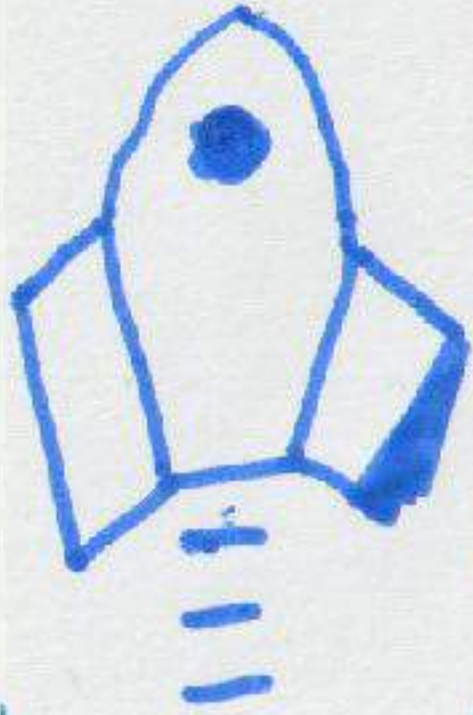


THREE
BIG THINGS
ABOUT THE
GAME.



HOW YOU
USED THE
CITY PLUGIN

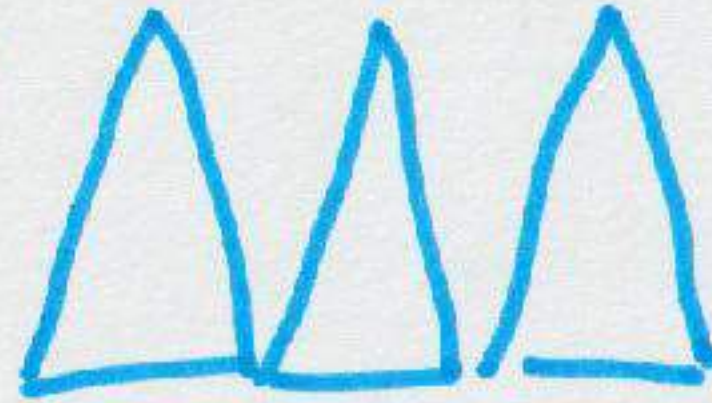
THE PITCH.



THE
BIG
IDEA.



CHARACTERS,
LOCATION,
SCENARIO



THREE
BIG THINGS
ABOUT THE
GAME.



HOW YOU
USED THE
CITY PLANNING



A
STRONG
FINISH



What you've seen is...

(a 3-point, 1-sentence summary)



What we ask you to do is...

(give them a clear call to action)

**THANK
YOU!**

=

I've finished, you can clap now!



QUESTIONS?

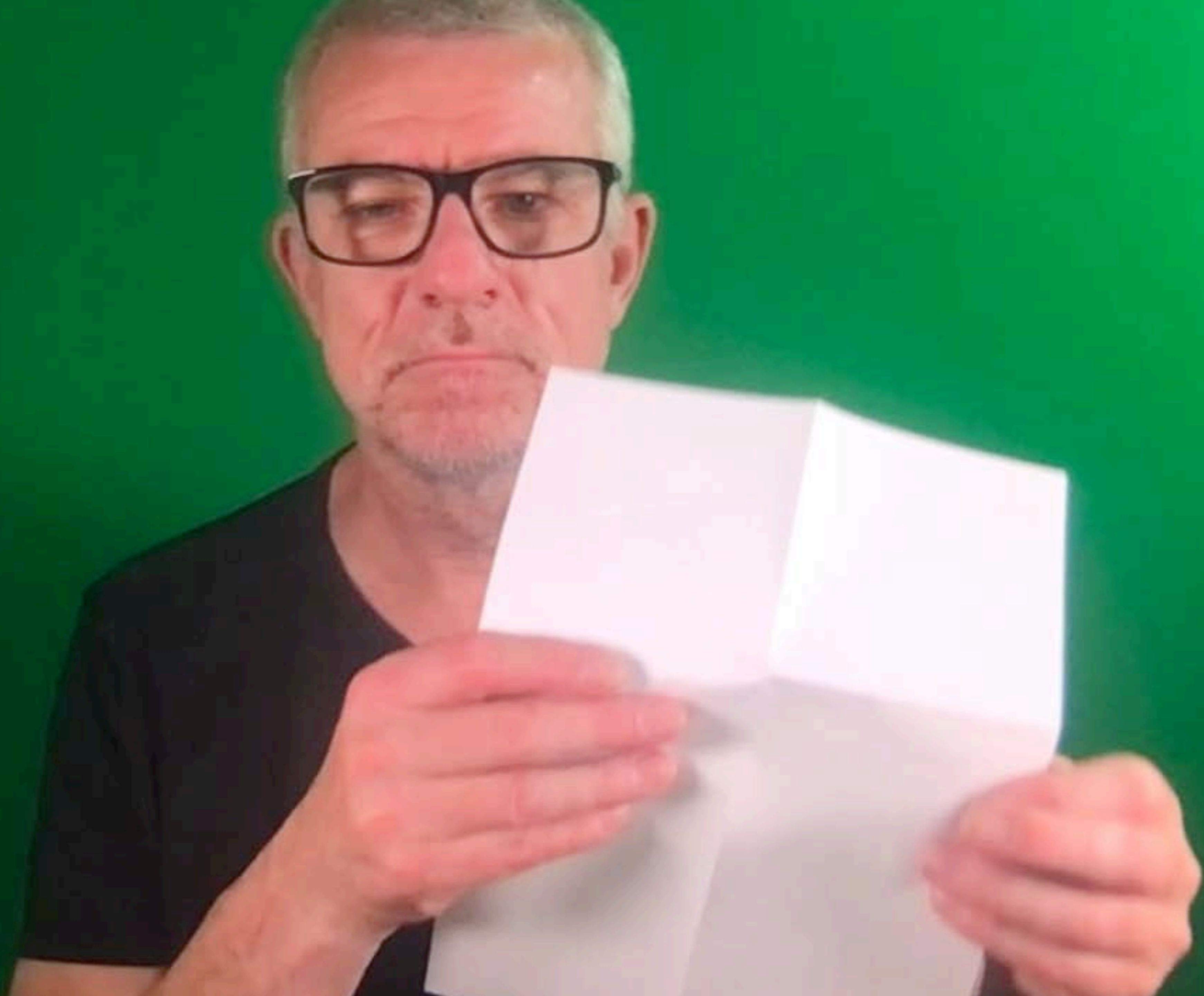
Please ask

IN THE CHAT or BY VOICE!

How do you create
YOUR STORYLINE?



Use
**POST-IT
NOTES**
To Build Your
Storyline





Use

POST-IT NOTES

To Build Your
Storyline

BRAINSTORM

Get the ideas out of
your head

Take a step back:
what are the
BIG ISSUES?

Organise around
**CHAPTER
HEADINGS**

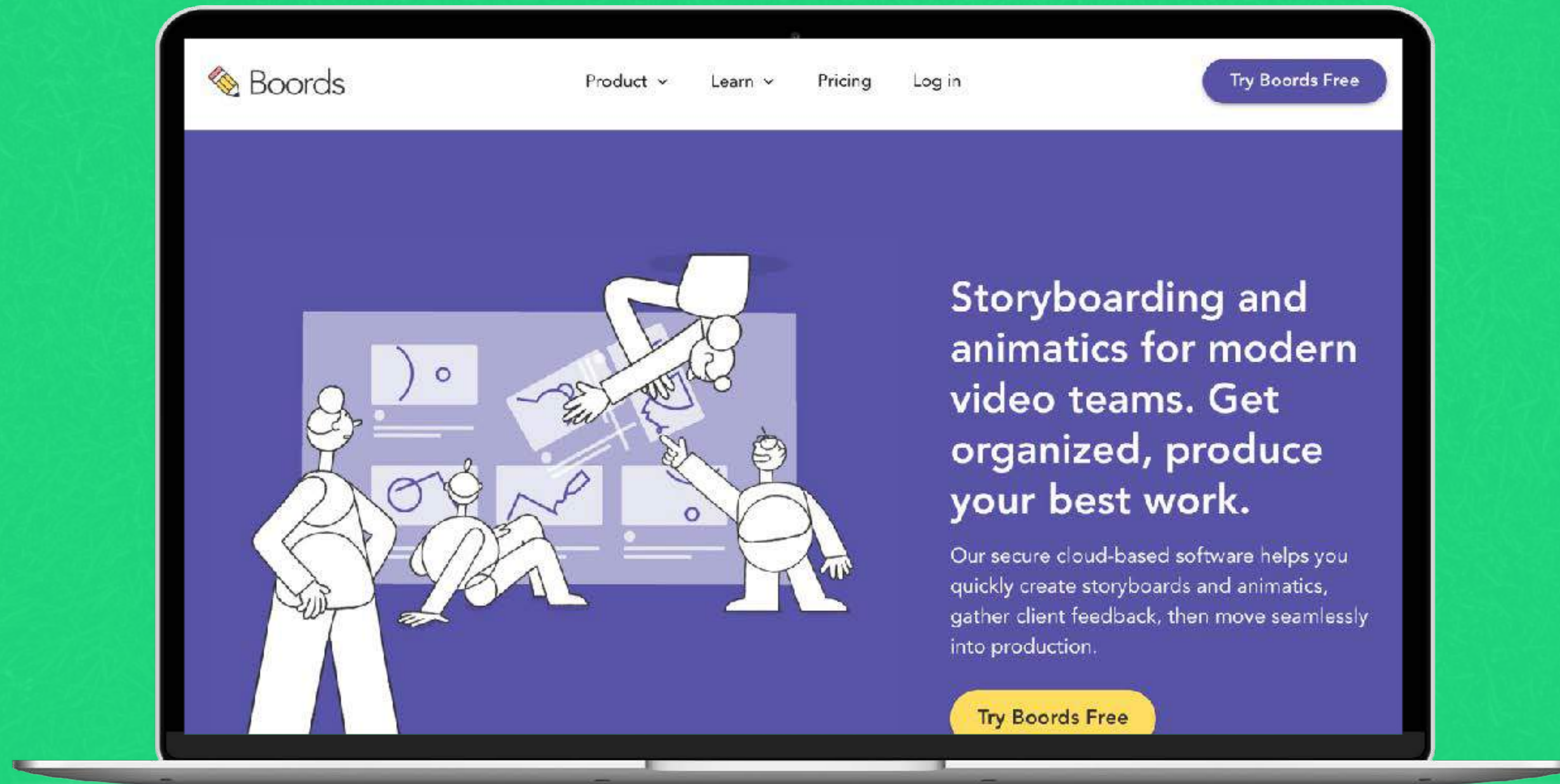
VIRTUAL TOOLS

miro.com

mural.co

WHY IS PITCHING VM PIZANT?	50% OF OUR SUCCESS.	BIG MOMENTS MATTER.	BUILDING CONFIDENCE.
WHAT DO YOU NEED? GREAT SCRIPT.	BRAINSTORM WITH POST-ITS.	POWER OF THREE	CONCRETE FACTS + ACTION.
GREAT VISUALS.	LESS CONTENT = MORE FOCUS.	USE VISUALS + 1 STATEMENT	SPREAD INFO ACROSS MORE SLIDES.
GREAT DELIVERY	HANDS, EYES, LEGS, FEET.	VOCAL VARIATION	DO YOU REALLY MEAN IT?
SUMMARY + CALL TO ACTION	WRITE DOWN 3 IMPROVEMENTS.		
CLOSE	I BELIEVE YOUR VOICE SHOULD BE HEARD.		

Try **BOARDS.COM**



ONE LAST THING...



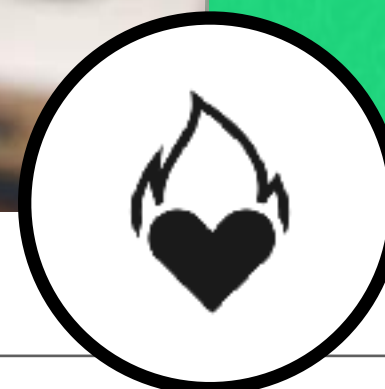


WHY YOU?

What do **you** love about it?

What's the **coolest** thing about it?

Your **Enthusiasm** Counts!





QUESTIONS?

Please ask

IN THE CHAT or BY VOICE!

How many words can you say in 1 minute
& REMAIN UNDERSTANDABLE?



How many words can you say in 1 minute
& REMAIN UNDERSTANDABLE?

**150 WORDS
Maximum!**



How many words per minute
IN YOUR SCRIPT?

**130-140 words
per minute
9 Sentences**

Making your story

FOCUSED & MEMORABLE

The Power of **THREE**



What happens if I say...

**“Hi, I’VE GOT 11 THINGS
I WANT TO TELL YOU...”**

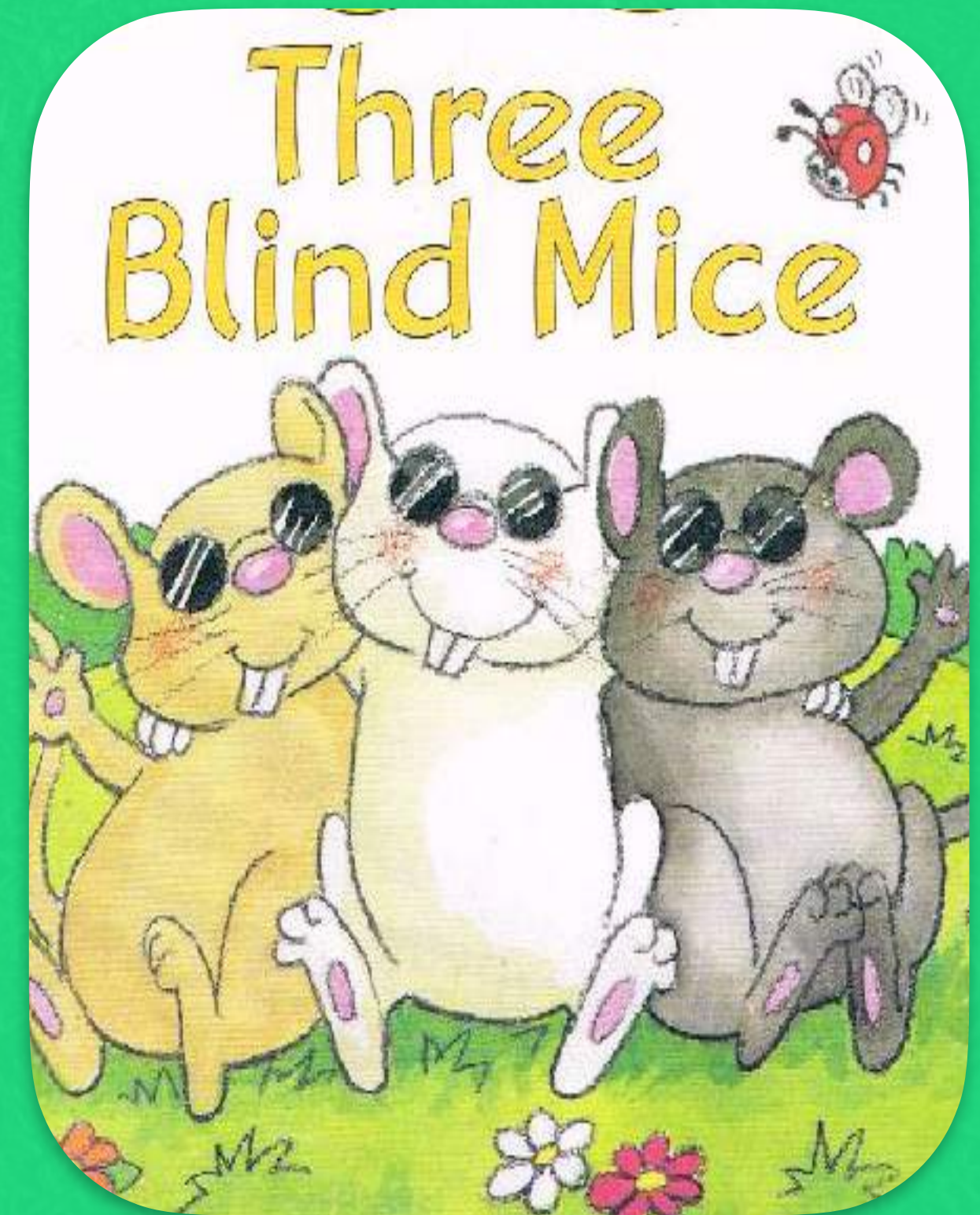
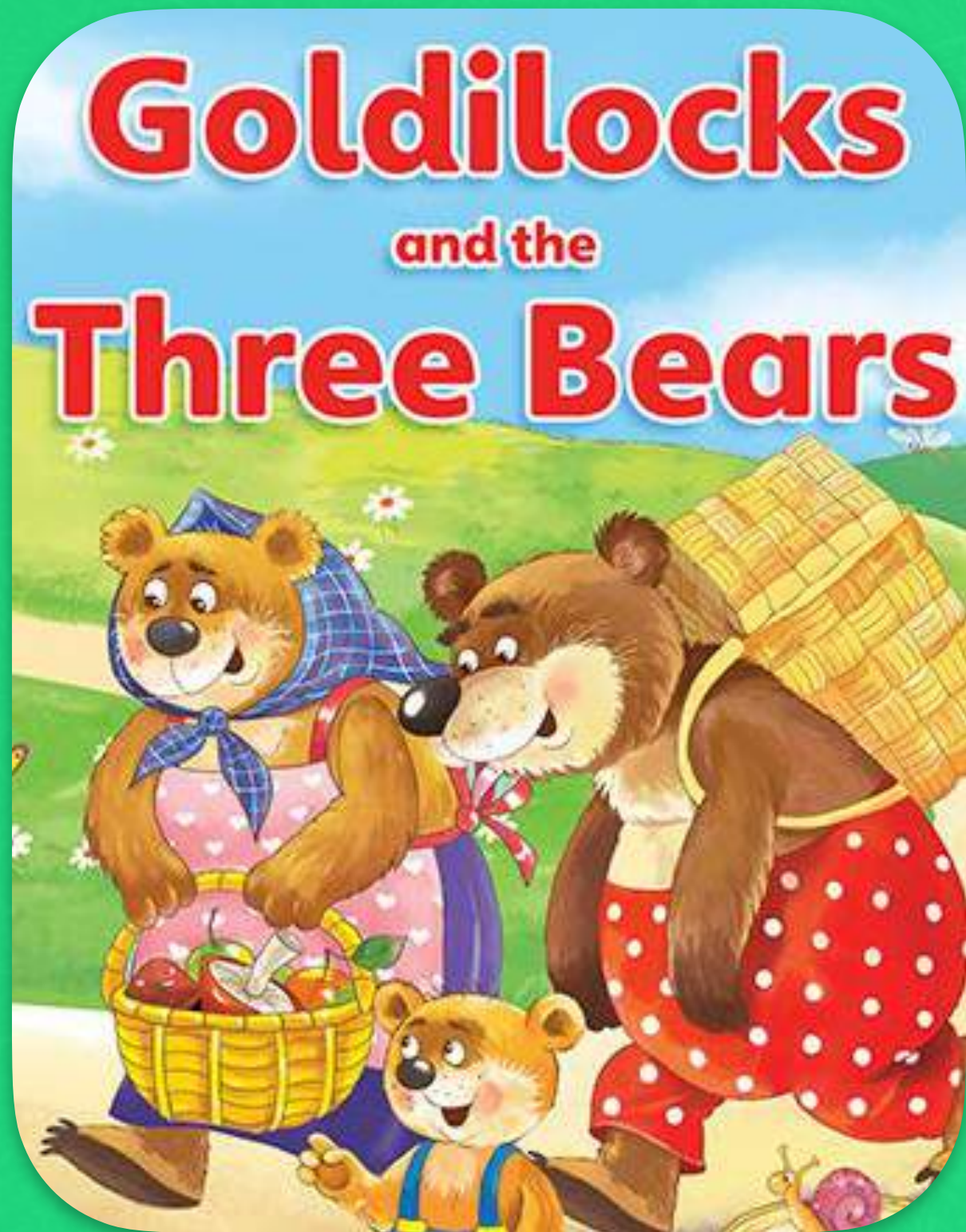


“There are many things I could tell you,
**BUT THERE ARE 3 THINGS
I WANT YOU TO REMEMBER”**



So why
THREE?

We grew up with
THE POWER OF THREE



We are surrounded by
THREES

READY, STEADY, GO!

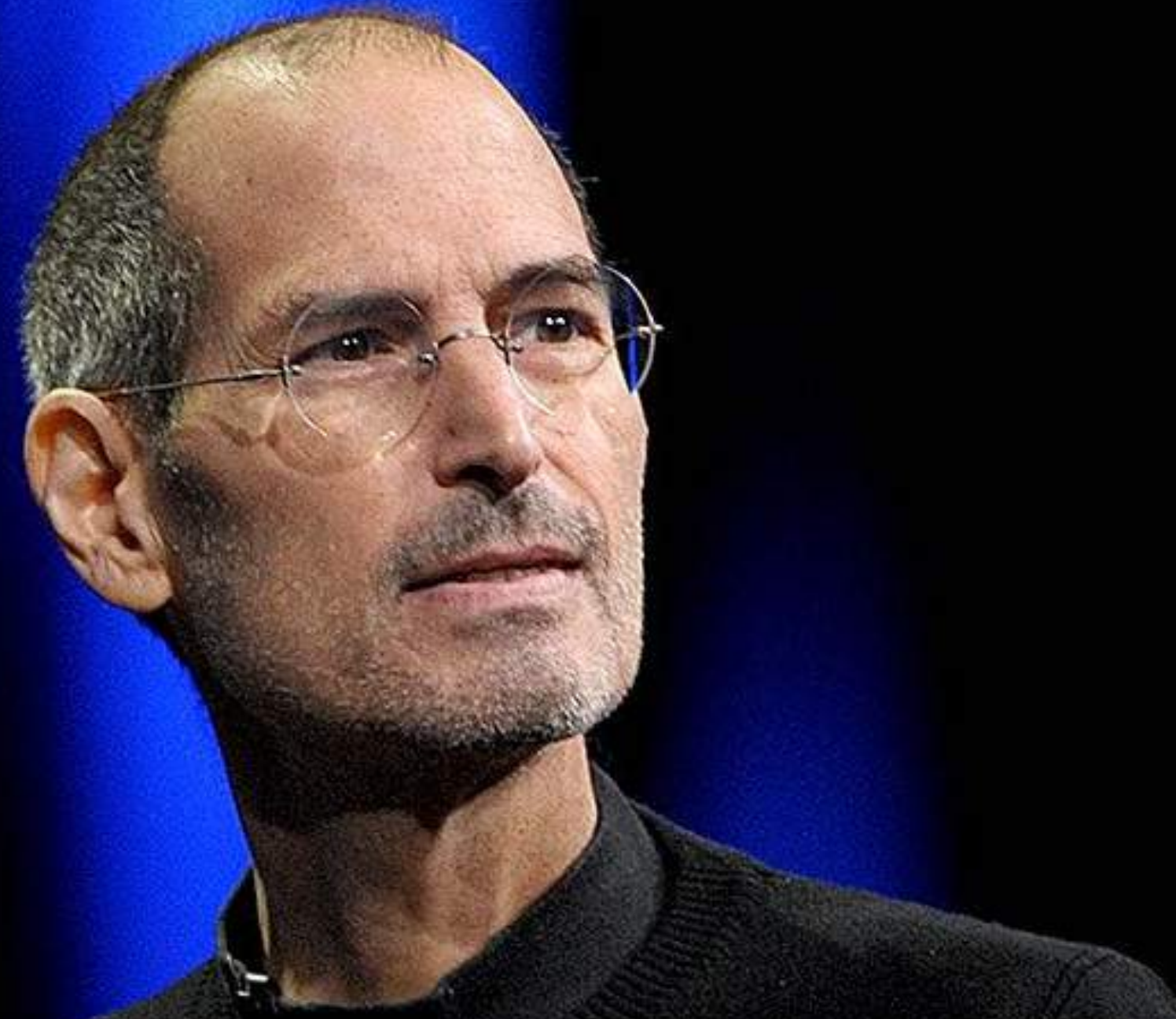


LIGHTS, CAMERA, ACTION!

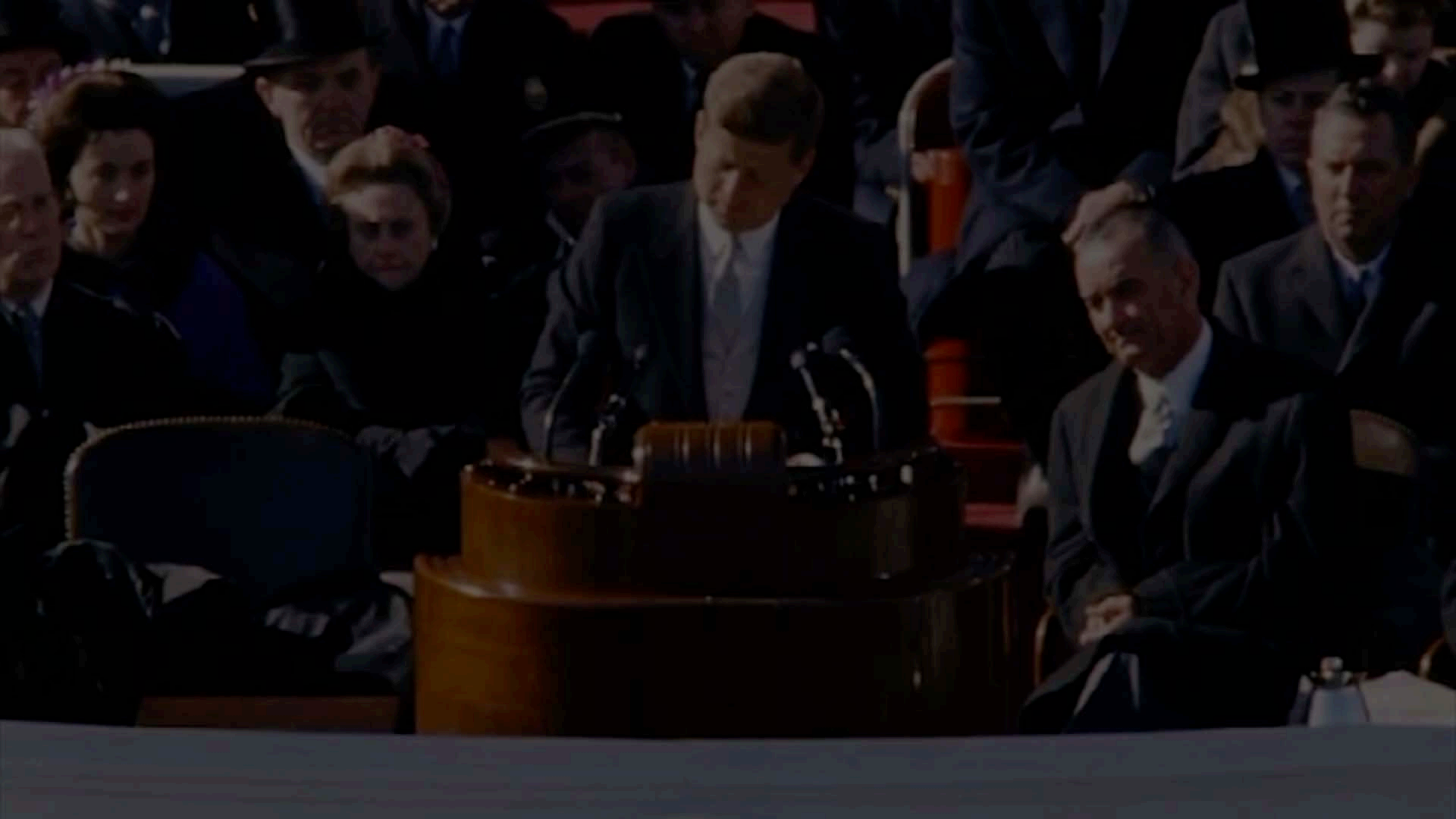


BEGINNING, MIDDLE, END





The Power of Three is used by some of the
GREATEST COMMUNICATORS
OF ALL TIME



How do you apply

THE POWER OF THREE?

Break your product into
THREE BIG QUALITIES

FASTER

**LOWER
COST**

**MUCH
EASIER
TO USE**

Break your whole pitch into
THREE BIG CHAPTERS

PROBLEM

SOLUTION

**EASY TO
IMPLEMENT**

A man with dark hair, wearing a dark suit jacket, a light purple shirt, and a striped tie, is speaking at a podium. He is looking slightly to his left. The background is a light blue screen.

Ryan Pandya (USA)

Muufri



ACTION STEP

Imagine:

They will only remember **3 things** of the the **whole** story.

Which **3 things** would you tell, that you really want them to remember?

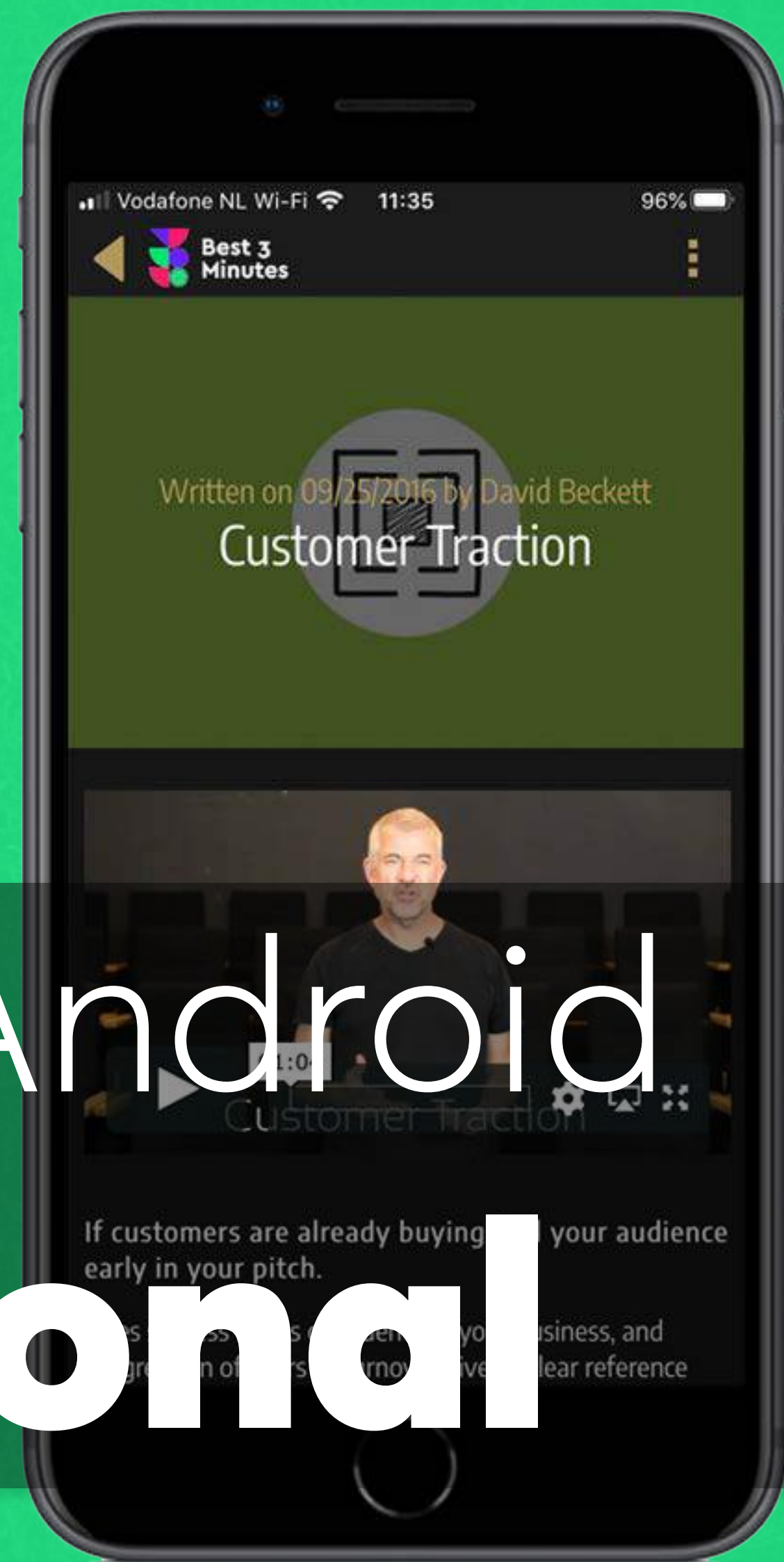
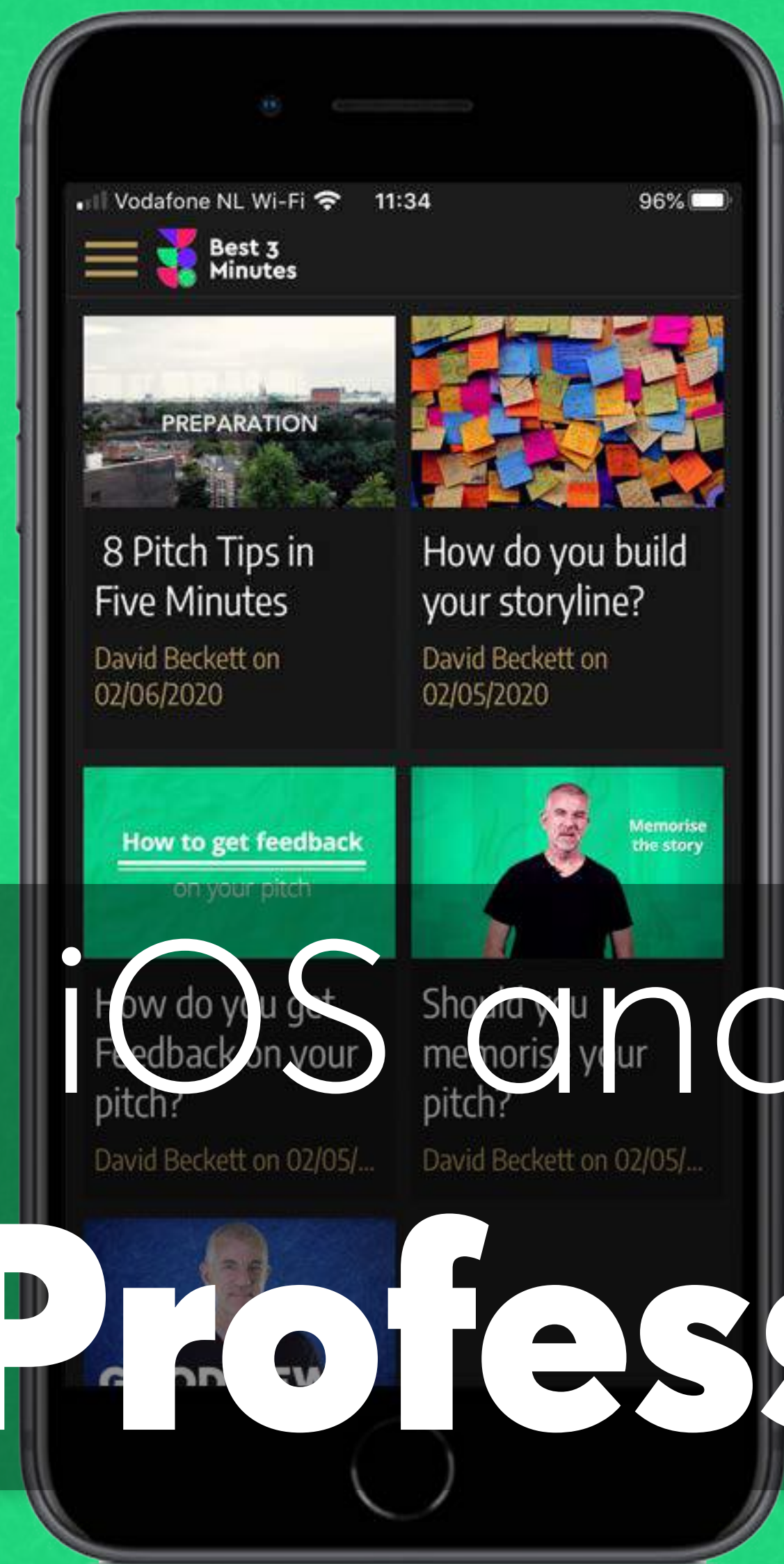
Write down the **3 most important** things about your proposition; **1-2 sentences** per item.

Pitch tools and **RESOURCES**



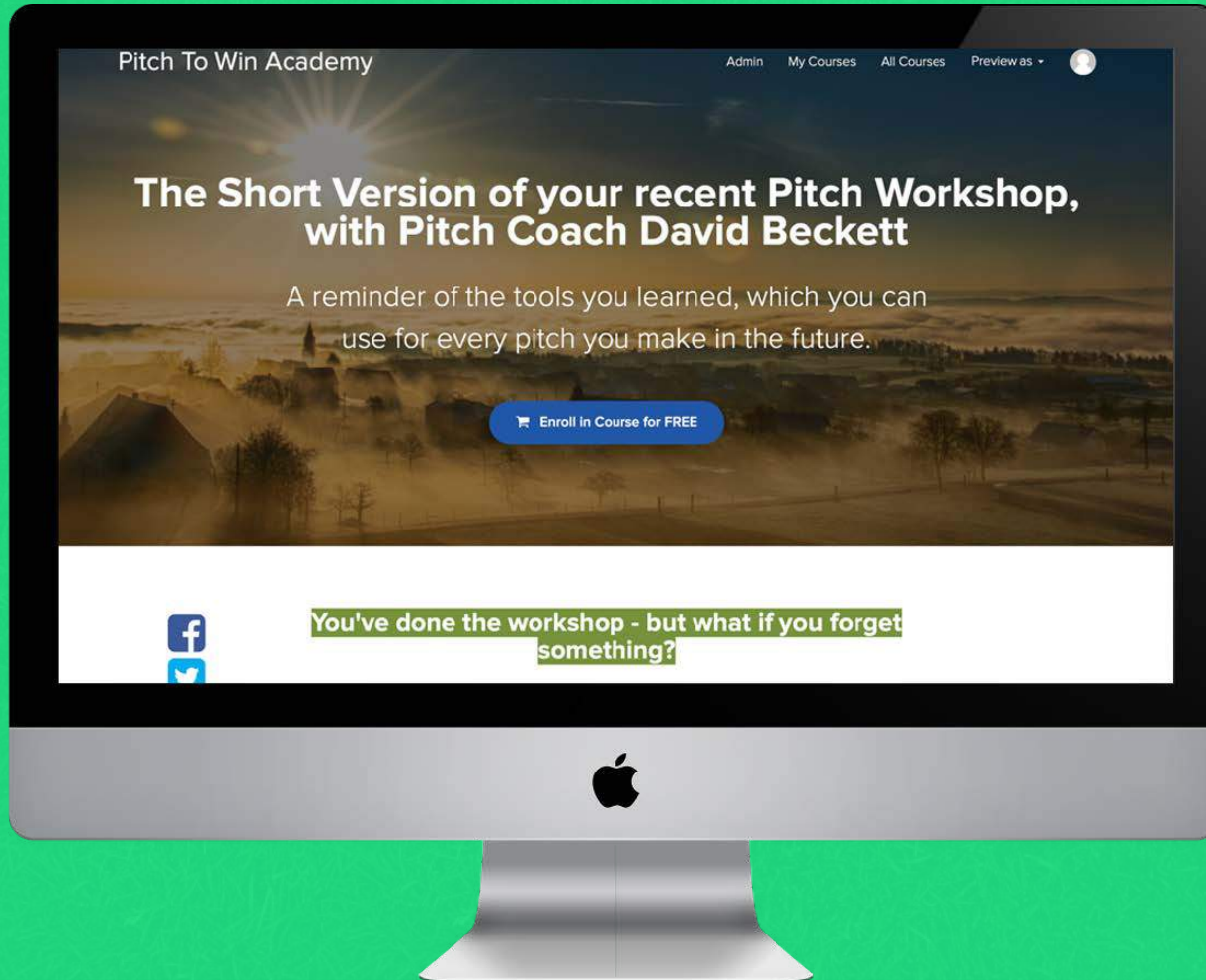
best3minutes.com/famhack

FREE



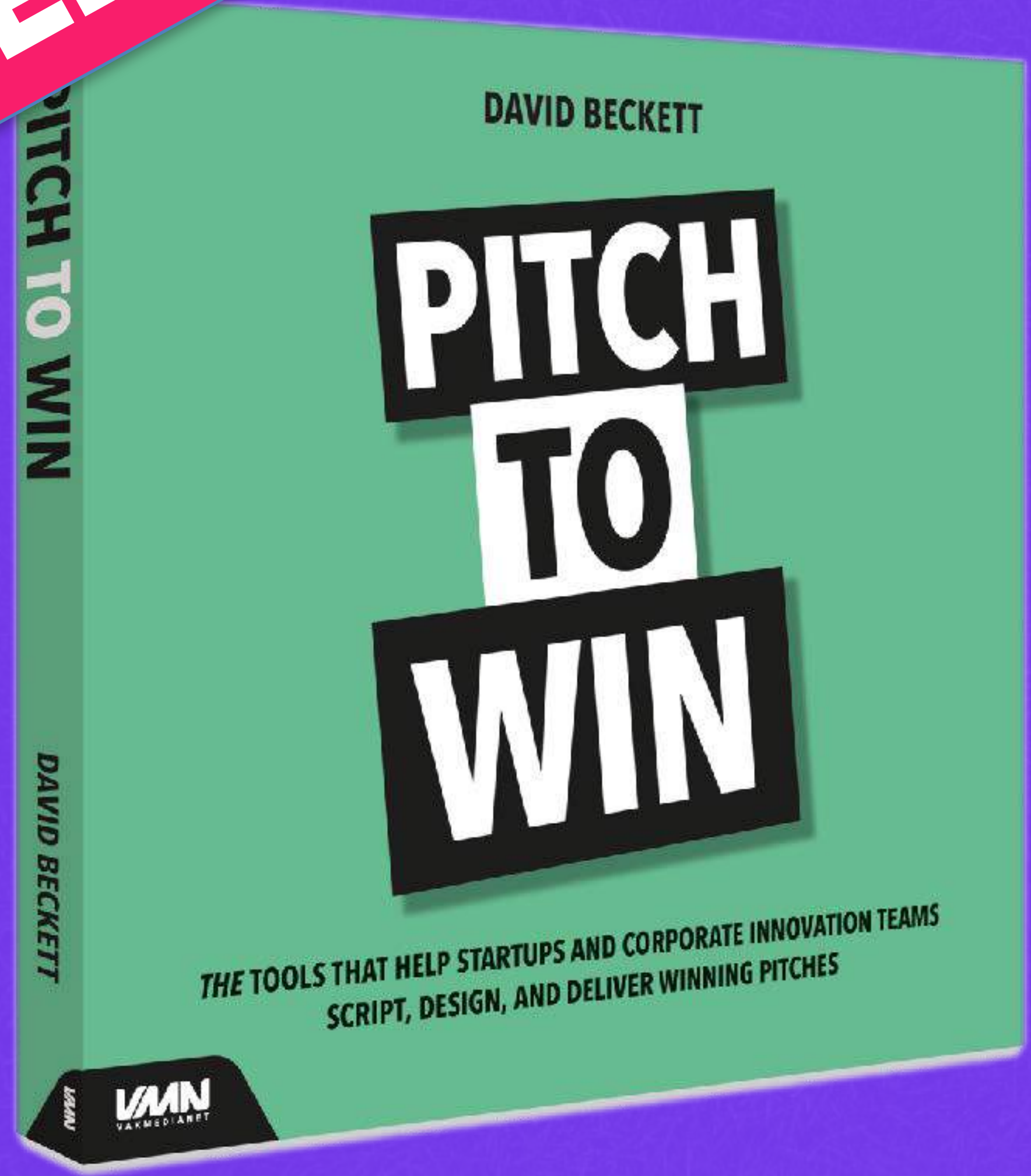
The App: iOS and Android **PitchProfessional**

best3minutes.com/famhack



best3minutes.com/famhack

FREE



**FREE
AUDIOBOOK**

best3minutes.com/famhack

FREE



**The
Essential
PITCH**

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Blue Moon Pitch

Written by
David Beckett

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