



ACTIVITY SHEET

Pitching Perfect

SUPPLIES	(1) Paper; (2) Pens/pencils; (3) highlighter; (4) phone to use as a timer; (5) paper clip to submit post-its after time elapses.
TIME	40 minutes
LEADER	Any participant who has not yet led an activity.
GOAL	The goal of this challenge is for all team members to communicate and pitch a 30-second answer to the following question to as many judges as possible: <i>What are three things you've learned about yourself through the CLC experience?</i> For successfully completing a pitch to a judge, competitors will receive a post-it note. This challenge will consist of a 15-minute planning period, followed by an announced 20-minute pitching period.
CANNOTS	Competitors cannot: • use any materials except for the items listed in supplies; • cut in front of another person waiting in line to pitch for a judge; • have more than one competitor sit across from a judge at the same time; • collect more than one post-it from the same judge; • use their phones during pitches.
SCORING	Earn up to 200 points based on your PROCESS and RESULTS • Process: 100 points are available based on the team's score on the Leader & Team Effectiveness Skill Sheet (L&TESS). • Results: 100 points are available based on the number of post-its received. More specifically, the team member with the <i>lowest</i> total post-its will determine the team's Results score. ○ 0 post-its = 0 points; ○ 1 post-it = 20 points; ○ 2-3 post-its = 40 points; ○ 4-5 post-its = 60 points; ○ 6-7 post-its = 80 points; ○ 8 post-its = 100 points.
RULES	• All members of a team must participate in the pitching period and collect post-it notes.

	• The end of the 15-minute planning period will be announced by the Lead Facilitator, at which points judges will be asked to be seated in a straight line in the designated spot within the arena. ◦ Once all judges are seated, the Lead Facilitator will announce the start of the pitching period and competitors can begin pitching if ready. • Chairs in the designated pitching area with post-it notes on them are reserved for judges. • Competitors standing in line to pitch need to stay behind the masking tape line on the floor. • One competitor from each team is welcome to use hand-written notes to support their pitch; all other competitors must not rely on notes (written or digital). Teams <i>cannot</i> switch out who is using notes and who is not. • When a competitor is seated across from the judge, after a brief introduction, the judge will restate the following question: <i>"What are three things you've learned about yourself through the CLC experience?"</i> As soon as the competitor starts the pitch, the judge will begin timing the pitch. • A pitch is successfully delivered if all the above occur: ◦ It answers the question listed above ◦ It is no less than 30 seconds, but no more than 35 seconds long. Judges will time each pitch. ◦ The pitch is <u>free</u> of the following space filler words: "um" and "uh" • Competitors can stop a pitch at any time, however, competitors <i>cannot</i> restart their pitches; if they stop their pitch, it is considered an unsuccessful attempt and the competitor needs to line-up to pitch again. • If a pitch is delivered successfully, the judge will write the first name of the competitor on the post-it and hand it to the competitor. • If a pitch is not delivered successfully, the judge will let the competitor know that the pitch was unsuccessful after it has been delivered. • Any incomplete attempts at the end of the 20-minute pitching period will not be counted towards the team's Results score. • At the end of the 20-minute pitching period, teams and judges will return to the team's table for feedback on their process and to finalize the Results Score Sheet. <i>Remember:</i> we need the Results Score Sheet shortly after the activity ends. • Teams that do not submit a Results Score sheet will not receive Results points for this activity. • Teams that engage in any "cannot" behaviors will receive half their earned points for the results portion of the score.
QUESTIONS	We encourage teams to ask questions, though remind them that many questions can be answered by re-reading the activity sheet carefully with your team. If you have a major concern, or would like a rule/goal clarified, please raise your hand/call over a Lead Judge to ask. If the answer to your question is on this sheet, they will refer you back to it.

RESULTS SCORE SHEET – PITCHING PERFECT <i>PLEASE FILL THIS OUT!</i>	
TEAM NAME:	
LEADER NAME:	
Team Member Names	# Unique Post-it Notes Collected
1.	
2.	
3.	
4.	
5.	
6.	
Please use the paper clip provided to submit your post-its along with your Results Score Sheet.	

FACILITATOR'S NOTES – PITCHING PERFECT	
Materials	For each team: (1) Paper; (2) Pens/pencils; (3) highlighter; (4) phone to use as a timer; (5) paper clip to submit post-its after time elapses. For each judge: (1) pad of post-it notes; (2) pen, sharpie; (3) clipboard For set-up: (1) masking tape for line-up line; ideally have judges facing screen for ease of timing and directions on screen. Set-up recommendations: -Set up the chairs and tape line the day before; -if you can source different post-it notes for different judges, it's easy to differentiate who gave which post-its -if you do not have a space where all judges can line up in the same line, recommend two rows of judges chairs at different ends of the competition space for fairness across teams. At Laurier, we had 5 judges on each side, facing the screen which had the presentation with instructions and a timer.
JUDGE MEETING BEFORE THE CHALLENGE	• Provide a brief overview of the activity • Remind the judges of their role - o Observe team and complete L&TESS (15 minutes) - o Have a seat, listen to and time pitches, hand out post-its for successful attempts (20 minutes) ▪ Can time on their phone or using arena clock (if clock, recommend writing down start time for accuracy) ▪ Remember: pitches can be 30-35 seconds only and should be <u>free</u> of "um" "uh" and other fillers - o Sometimes you will have to say no; that's okay. - o Return to table, offer feedback, collect Team's Results Score Sheet & post its, finalize L&TESS and submit to CLC Staff • *Encourage judges to write their names on the post-its in advance UNLESS you give them different post-it notes
DURING THE CHALLENGE	• Before reading the goal to competitors, state the following: - o <i>"The activity sheet and supplies you need for this activity on your table. Please do not touch them until I have read the goal and indicated that time has started."</i> • Then, immediately start reading the "goal" section of the activity. • After 15-minute planning period ends: - o ask judges to sit the chairs provided (must be set up in advance) - o when everyone is ready; announce the 20-minute pitching period has begun. • At the end of the pitching period, ask judges to return to the table they began the activity with, and - o offer feedback (based on the L&TESS) - o collect the team's Results Score Sheet

	- o and then finalize their L&TESS and hand it in with the Team's Results Score Sheet to CLC Staff. ● LEAD JUDGE/FACILITATOR - DURING PITCHING PERIOD - o Monitor all teams for cannots - o Observe judges and remind of rules as needed
WHAT WE HAVE SEEN	• Because the Results score is determined by the team member with the <i>lowest</i> number of post-its, the team and the leader should check-in with teammates throughout the pitching period to determine how many cards have been collected by others. - o <i>Everyone</i> has to do well. How can the team/leader support a team member who is experiencing challenges? • Stress: the activity requires students to perform in real-time! • Pitches become stronger as the activity goes on due to repetition. • Some teams will not immediately begin pitching when the pitching period begins because they want to continue practicing.
WINNING/ CREATIVE STRATEGIES	• Pair strong team members with those who may be struggling; • Have a team member stand behind/near a team member who is pitching to coach and help keep time; • Using some sort of mechanism for keeping time (e.g., hand on leg as a metronome) • Writing down a script and practicing while in line
QUESTIONS YOU MAY RECEIVE	• Can we sit in the chairs across from the judges, not the ones with the post-its, before the pitching period begins? Yes, as long as you are not sitting on a chair with a post-it note on it. • If I make a mistake, can I ask the judge to pitch again, immediately? No, competitors can stop a pitch at any time but if it is unsuccessfully delivered, the competitor must stand up and re-join the line. • If I make a mistake, can I keep going in my pitch and pretend I didn't? Doesn't seem to break any rules as long as you don't say um or uh. • Do we have to begin standing in line when the pitching period begins? No, you can practice as long as you'd like and begin approaching judges when you are ready. • Can our whole team give the same speech? No, the question is what you've learned about yourself, so they should be different. • Can we write down our pitch on the given piece of paper? One team member can (and this cannot change during the activity), and use this during the pitching period. Everyone else can write something down – they just cannot use it during a pitch • Can we write something down to practice in line, if we don't use it during the pitch itself? Yes. • Does the leader of this activity have to pitch? Yes. • Can we switch out who can use the hand-written notes? No.

	• Can a team member stand nearby during a pitch to help coach their teammate with timing? Yes, as long as they are not disruptive. • If this activity is 40 minutes long, why do we only get 15 minutes to plan and 20 minutes to pitch? That's 35 minutes. The 5 minutes unaccounted for is flex time for us to re-arrange folks between the planning and pitching period, and when the activity ends.
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