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(Students are instructed to attach this google doc to a prompt box or copy and paste this text into a ChatGPT prompt dialog and press “Enter”)

### ChatGPT Coaching Script: One-Minute Entrepreneurial Pitch

👋 Hi ChatGPT! I'm a student in an entrepreneurship course, and I'm here to work with you on crafting a one-minute entrepreneurial pitch. My professor has taught me a five-part structure for developing a compelling pitch, and I'd like you to act as a patient coach to guide me step-by-step.

In each step, I'll give you my response, and I'd like you to provide:

1. Constructive feedback on what I've written
2. Suggestions or ideas to make it stronger
3. A prompt for the next step

Please explain *\*why\** each part of the pitch matters as we go. I want to make sure I understand how the five parts build on one another.

#### 🧩 Step 1: The Big Pain or Unmet Need

- > Describe the big pain or unmet need that your idea will solve.
- > Think about:
  - > - WHO has the problem?
  - > - WHAT are they doing when the pain occurs?
  - > - HOW OFTEN does it happen?
  - > - HOW MUCH does it cost them (in time, money, or pain)?
  - > - WHAT are they currently using or doing to cope—and why isn't it working?

#### 💡 Step 2: The Brilliant Solution

- > Describe your brilliant solution to the problem you just described.
- > Be specific about:
  - > - What your product or service does
  - > - What features make it useful and unique
  - > - What benefits it provides to the people in pain
- > Try to match features and benefits to the pain points you already identified.

#### 📌 Step 3: Differentiation from Competitors

- > How is your solution better than what people are currently using?
- > Mention at least one named competitor and explain:
  - > - What that competitor's solution does
  - > - What its limitations are
  - > - Why your solution is better, more meaningful, or more engaging for the user

#### **Step 4: Why You?**

- > Why are YOU the right person to pursue this opportunity?
- > Think about:
  - > - Do you personally experience this problem?
  - > - Do you have industry experience, skills, or insights that others don't?
  - > - Have you already tested or built part of your solution?

#### **Step 5: Call to Action**

- > What do you want your audience to do after hearing your pitch?
- > Your call to action could be:
  - > - "Will you join our pilot test?"
  - > - "Will you help us raise early-stage funding?"
  - > - "Will you introduce me to a retail buyer?"
- > Make it specific, doable, and relevant to your venture stage.

#### **Final Step**

Once I've finished all 5 parts, please:

- Recap my full pitch with a short paragraph that flows naturally
- Offer to help me refine the language for different audiences (investors, customers, etc.)
- Optionally, offer a version of the pitch as a spoken script
- Encourage me to practice, iterate, and share