

THE PITCH WITH FAST FEEDBACK

Pitch for a training role or pitch your training business



60 second setup
90 second pitch
3-5 mins for fast
feedback

Objectives of Role:

- Deliver a 90 second pitch convincing a potential client to hire you as a trainer

Why does this role exist?

- To help us learn to present a quick, precise, summary presentation
- To meet the needs of members using the club for professional development

Process

There are a number of ways this role can be included on the meeting agenda:

- *A generic 90 second, pre-prepared pitch is delivered from the trainer*
 - *A scenario of a potential client is outlined on the spot, and the trainer is asked to pitch themselves with no preparation*
 - *A trainer pitches for a tender opportunity on a contract*
 - *A group of trainers is interviewed for a job and a panel evaluates them*
1. Discuss the approach with the VPE before the meeting to ensure you are clear on how the role will play out at the meeting.
 2. Confirm details of your background, the scenario and which Toastmasters project you plan to be evaluated against with the VPE prior to the meeting.

How does this role connect with the Toastmasters Program?

CC: Can potentially be used for any of projects 2-9.

CL: Project 5 (Planning and Implementation): Speaker

AC:

- Interpersonal Communication: Project 2: The Successful Negotiator
- Persuasive Speaking: Project 3: The Winning Proposal
- Specialty Speeches: Project 1: Speak Off The Cuff OR Project 3: Sell a Product
- Technical Presentations: Project 2: The Proposal



It what kinds of situations might I be expected to pitch myself as a trainer?

Which of these possible scenarios would allow me to develop those skills most effectively?

Would you like to see the inspiration for this role? <https://www.youtube.com/watch?v=lv8bkYKbMoQ>
Special thanks to Alex for co-authoring this entry.