### PROBLEM & OPPORTUNITY:

- What problem will your business idea address?
- Is there currently an unmet need in the market?
- How large is the market Size?

### SOLUTION:

- How will your business idea will help solve the above problem?
- How does it address the specific need?
- Is someone already doing the same thing?

#### **CUSTOMERS & MARKET:**

- Who are the primary consumers of the product?
- Describe the target market you are going to sell the product/service to.







COLLEGE STUDENTS?

**VETERANS?** 

SENIOR CITIZENS?

### YOUR BUSINESS:

• Describe the business in 1-2 sentences. Use pictures of the product, the business name, the logo, and the value proposition.



# PITCH&POSTER COMPETITION

### FINANCIALS:

- How much money do you need to start the business?
- How do you plan on getting the money?

## **OPERATIONS & REVENUE** MODEL:

- How much does your product cost to make?
- What will it sell for?
- What is your expected profit margin and how much do you hope to sell?
- Include all of these items using graphs, charts or text.

# 5 YEAR ANTICIPATED GROWTH OF REVENUE GRAPH OR CHART:

 Include all of these items using graphs, charts or text.

> Costs = Fixed Costs + Variable Cost

Margins or Profit

**Economic Model:** How a Business Makes \$

Revenue = Price and Quantity

Revenue Drivers: Products, Services, Processes