

Name: _____

Criteria	Weight	1	2	3	4	Score
		Does Not Meet Expectations	Meets Some Expectations	Meets Expectations	Exceeds Expectations	
Introduction <ul style="list-style-type: none"> Strong and engaging introduction; draws the listener/audience into presentation. 						
Preparedness/Organization <ul style="list-style-type: none"> Thoroughly prepared, well-organized, logical sequence of information that the listener could easily follow. 						
Knowledge <ul style="list-style-type: none"> Clear, thorough description of product or service. Communicates benefits and/or how product/services solves a problem. 						
Visual Aids/Materials <ul style="list-style-type: none"> Correct spelling and grammar used on all handouts used to support the pitch (if applicable). 						
Persuasion <ul style="list-style-type: none"> Compelling pitch that successfully convinces listener/audience that the product or service is beneficial and why it is the best on the market. 						
Delivery <ul style="list-style-type: none"> Effectively and creatively delivers pitch with eye contact and enthusiasm that engages the listener/audience. Speaks clearly and distinctly. 						
Close <ul style="list-style-type: none"> Presenter thanks the customer and provides follow-up information to close the sale. 						
Timing <ul style="list-style-type: none"> Presentation is between 2-3 minutes, and was obviously rehearsed. 						
TOTAL SCORE						