



# PART 3: PITCH PRACTICE LAB

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## Guide to Pitching Your TPP Project

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# Pitch practice overview



- **Purpose**  
Put learnings into practice in a fun way
- **Activity**  
Split into small groups to “pitch” a teammate!
- **Goal**  
Convince others on your team why they should be friends with this teammate

# Pitch practice instructions



1. **Choose a teammate to pitch.** Hard to pick? [Draw a name](#).
2. **Develop a virtual pitch of that teammate.** Go to the [Guide to Pitching Your TPP Project Tools](#) and download the slide template listed under "Supplemental Materials" on the right-hand side of the page. Use that template as a starting point for your pitch but get creative—add, remove, and edit slides and content as you see fit.
3. **Deliver the virtual pitch to others at your organization.**
4. **Repeat all steps for an in-person pitch.** Choose a different teammate to pitch.
5. **Talk through the discussion questions on the next slides as a team.** For both virtual and in-person pitches, identify successful strategies and opportunities to improve.

# Virtual and in-person pitch practice discussion questions



1. Which parts of the pitch seemed **smoothest**? Which parts seemed **forced**?
2. Which parts of the pitch felt **most authentic**? Which parts felt **least authentic**?
3. What changes would be needed to make this a successful **in-person pitch**, and why?

# Pitch format discussion questions



1. What did you **notice about the differences** between a virtual pitch and an in-person pitch?
2. What **strategies or techniques** seem to work well for a virtual pitch? What about an in-person pitch?
3. What does this experience tell us about **how to adapt a pitch** across formats?