



# Worksheet 2:

## Can you write a pitch?



## The DBACE guide to writing a plan

### The Worksheets

#### 2

This worksheet is part of a larger document created by Adrian De La Court and Siân Prime for Deutsche Bank Awards for Creative Entrepreneurs (DBACE) called 'The DBACE Guide to Writing a Plan'. The DBACE Guide aims to help applicants, as well as aspiring creative entrepreneurs in general, to organise their idea and consider the sustainability of their venture.

The guide is a form of workbook comprised of different worksheets. The worksheets have been organised in a way that we feel is most effective for you to work through chronologically, although each worksheet can work as a stand-alone guide for you to develop a particular aspect of your venture. You can choose the most applicable worksheets to work with or dip in and out of all as you shape your application/ideas.

As you work through the worksheets you will discover more about your work and how to express the impact it has.

The approach works for creatives, people with ambitions to set up a new enterprise and with established businesses who want to increase their impact.

### Can you write a pitch?

Who would be the best person in the world for you to present your idea to? Who would you really love to support or endorse your idea? Imagine that you are with them and have an opportunity to pitch your idea. Now, write your first short pitch.

This should be three or four sentences that describe what you want to do, why you want to do it, who will want it and why this is the greatest thing ever!

Don't over explain your offer, keep it short, keep it engaging. It should make your listener ask you to 'tell me more!'

- 1 What is your idea? (in a very short statement sentence)
- 2 Why is it important to you / why do you need to do this?
- 3 Who will want to see it/ buy it / be part of it? (who is it for)
- 4 Why is it exciting / new / important?

It is useful to write this down. You can rehearse it, and, develop this into a longer mission statement when needed.

It is worth recording yourself and listening to the play back of your pitch.

Is it clear, is it to the point, is it interesting, is it a good length?

Importantly – remembered to introduce yourself.

Other worksheets you can access from [www.dbace.org](http://www.dbace.org), either as standalone pieces or as a section in the main document, are:

Worksheet 1: From project to enterprise

Worksheet 3: Do you want to work alone or with others?

Worksheet 4: What are your skills and why do you do what you do?

Worksheet 5: What sector are you operating in? Looking beyond you

Worksheet 6: Why are you doing this / how will it change the world / who will it affect?

Worksheet 7: Accessing others' help

Worksheet 8: The value chain

Worksheet 9: Ideation process, the creative process. Or, the entrepreneurial process

Worksheet 10: Research, research, research

Worksheet 11: How will you find and engage your customers/clients/beneficiaries/users?

Worksheet 12: Project planning, financial management and modelling

Worksheet 13: Hands off, that's mine not yours! (The intellectual copyright bit)

Worksheet 14: What kind of language is that? How to write appropriately

Worksheet 15: What next?

Worksheet 16: Some useful sources to look to for support and information

## About DBACE

The Deutsche Bank Awards for Creative Entrepreneurs (DBACE) is an awards programme open to any UK resident aged 18 – 30 years old. The award provides financial and business support to help start or grow creative enterprises.

Since 1993 DBACE has supported over 200 new ventures. In 2019, Deutsche Bank partnered with MeWe360 to relaunch the programme with a focus on supporting visionary creative entrepreneurs driven by a mission to create and sustain social value through their enterprise.

DBACE aims to reach ambitious individuals from all backgrounds with ideas that will improve the lives of others and the communities we live in.

### About the authors of the Guide

Adrian De La Court is a creative advisor, academic and business development consultant, as a critical practitioner he trained and worked professionally as a fine artist, live artist and contemporary dancer and choreographer. He has developed a strong portfolio career in the creative industries.

Siân Prime has worked to find new, impactful ways to engage highly creative individuals and social innovation and cultural organisations in sustainable practice. They have worked together in a range of roles, but most recently at Goldsmiths, University of London where they lead the entrepreneurship education work.

For this Guide as with much of their work they have collaborated with We Made This, and the founder of the design Agency Alistair Hall, he brings great clarity to their thinking as well as his visual communication skills.