**Sample Panelist Questions**

1. How does your product/service work?
2. Who is your customer?
3. What do you plan to do with the money?
4. Why did you decide to enter into this pitch contest?
5. How will this help or enhance the overall community?
6. How long have you been doing this?
7. Talk about your sustainability plan?
8. Do you have a business partner?
9. Have you ever participated in a pitch contest before?
10. Who are your clients?
11. Does your business have a social message?
12. Who are your competitors?
13. Do you have a patent?
14. How do you plan to stay accountable to this group of investors?
15. Are you training/mentoring anyone in your business/organization to do your job?
16. Do you have a business mentor?
17. Describe your margins?
18. Describe your pricing?
19. Briefly explain your Marketing Plan?
20. What are your sales like thus far, if any?
21. Does your business have an online or social media presence?