



Week 11 – Own the Room (or Zoom) on Pitch Day

Why This Week Exists

Investors don't invest in slides — they invest in the person presenting them. You can have the cleanest deck in the world, but if you deliver it like a nervous intern, you're done. This week is about using AI as your rehearsal partner so you can pitch with clarity, confidence, and control.

Your Mission

By the end of this week you'll:

1. Have a tight 3-minute pitch script that hits all the beats.
2. Run at least 5 practice sessions (with AI + humans).
3. Collect real feedback and refine until you can deliver under pressure.

Step-by-Step

1. Write Your 3-Minute Pitch Script

AI Prompt:

"You are a pitch coach. Write me a 3-minute spoken pitch script based on my deck. Keep sentences short, conversational, and memorable. Flag any jargon that needs cutting."

2. Rehearse with AI (Yes, Out Loud)

AI Prompt:

"Pretend you're a skeptical VC. I'll paste my pitch. Interrupt me after each section with one sharp question you'd ask in real life. Don't hold back."

3. Record & Review Yourself

- Use Zoom or your phone.
- Watch for pace, clarity, filler words ("um, like"), and energy.

4. Pressure Test with Humans

- Practice in front of 3–5 people who aren't founders.
- If they don't get it, investors won't either.



Pro Tips from the Trenches

- Slow down. Nervous founders speed up and kill comprehension.
- Own the silence — pauses make you sound confident.
- Investors remember 1–2 killer lines, not your entire monologue.

Your Deliverables This Week

- 3-minute script refined and memorised.
- Video recording of at least one full run-through.
- Feedback log from both AI and human practice sessions.

Why This Matters

You only get one shot in the room. The founder who delivers with conviction, clarity, and control is the one who gets the cheque. Slides are props. You are the investment.