



Jumpstart Jefferson Judge's Sheet

Student: _____

Business Name: _____

_____ **Attendance** (15 points)

- The student attends class 1 (2 points)
- The student attends class 2 (2 points)
- The student attends class 3 (2 points)
- The student attends class 4 (2 points)
- The student attends class 5 (2 points)
- The student attends class 6 (2 points)
- The student attends class 7 (2 points)
- The student attends pitch practice (1 point)

_____ **Mentor Connection** (5 points)

- The student must meet with their assigned mentor and utilize their services

_____ **Organization:** the plan includes: (10 points)

- A greeting/introduction
- A brief overview of the business
- A review of each template topic
- A summary of the financials

_____ **Marketing Plan** (20 points)

- The student identifies the target audience with specific characteristics
- The student outlines a detailed plan to reach their target audience
- The student has a realistic view of the competitive environment

_____ **Financials:** the student understands and explains clearly (20 points)

- Start-up costs
- The revenue-stream
- Profit
- Pricing strategy and objectives
- Completed financial statement

_____ **Business Pitch:** the student is able to: (30 points)

- Present the plan with minimal use of notes
- Use PowerPoint Presentation effectively (if applicable)
- Show a depth of knowledge
- Retain their composure under pressure
- Answer questions effectively

_____ **TOTAL POINTS** (out of 100 points)

