1. The competition will be open to the students of Lincoln University, Westminster College, and William Woods University and the finalists will present at Lincoln University on April 18, 2023.
2. No more than 3 participants will be chosen from each educational institute to compete in the final. Finalists will be selected through a screening process at each institute. **Each applicant must already operate or plan to operate their business.**
3. Each presenter will have 10-minutes for presentation and 10-minutes for Q&A sessions. A panel of judges will evaluate the ideas. Presentation time will be strictly monitored.
4. Competitors will be notified of their presentation time a week before the competition. Family and friends are welcome to attend. Competitors may not attend other competitors' presentations until they have first presented.
5. Winners will be announced immediately following the competition at a reception. Awards will be distributed to 1st and 2nd winners once requirements are met and provided to the Chamber. Awards include: First Place: $2,000 and Second Place: $1,000.
6. It is up to each competitor to determine how much time is spent on developing an idea to create a powerful presentation. Classes will be provided via Zoom to assist in developing business plans. Participants are encouraged to attend these classes, but it is not required to pitch at the competition.
7. Finalists must attend meetings with an assigned business counselor at least once to refine their pitch presentation and better understand the scoring criteria. Additional business counseling will be made available upon request.

Business Counselors:

* + Lauren Carter, [carterl@lincolnu.edu](mailto:carterl@lincolnu.edu)
  + Brianna Kliethermes, [businessrelations@callawaychamber.net](mailto:businessrelations@callawaychamber.net)

1. Applications to participate in the competition must be received via Chamber website no later than Sunday, March 5, 2023, at 11:59 PM. Presentations are not due until 5 PM on April 10, 2023.

Contact Brianna Kliethermes at 573-642-3055 or [businessrelations@callwaychamber.net](mailto:businessrelations@callwaychamber.net) with any questions.

1. A well thought out presentation is important to a competitor's success. A presentation may include the following:
   * Power Point slides
   * Proto-Type
   * Videos
   * Live Demo

(Any other visual aids that you require will need to be coordinated with Brianna Kliethermes at [businessrelations@callawaychamber.net,](mailto:businessrelations@callawaychamber.net,%20) 573-550-1885 in advance)

1. It is recommended that presentations cover the following topics:
   * Introduction (company/business idea, and the presenter)
   * Opportunity/Pain Point/Problem
   * Value Proposition (a business or marketing statement that a company uses to summarize why a consumer should buy a product or use a service)
   * Market Size
   * Competition
   * Sales and Marketing Strategy
   * Business Model/Financials/Projections
   * Management Team
   * Funding Requirements/The Ask
2. Appearance is important while presenting. Dress Code: Business attire required.
3. Final presentations must be emailed to Brianna Kliethermes at

[businessrelations@callawaychamber.net](mailto:businessrelations@callawaychamber.net) by Monday, April 10, 2023, 5:00 PM CST (No Exceptions) for back up purposes, bring a copy of your presentation on a flash drive the day of the competition.

**First-Place:**

$2000 prize money

**Second-Place:**

$1000 prize money