

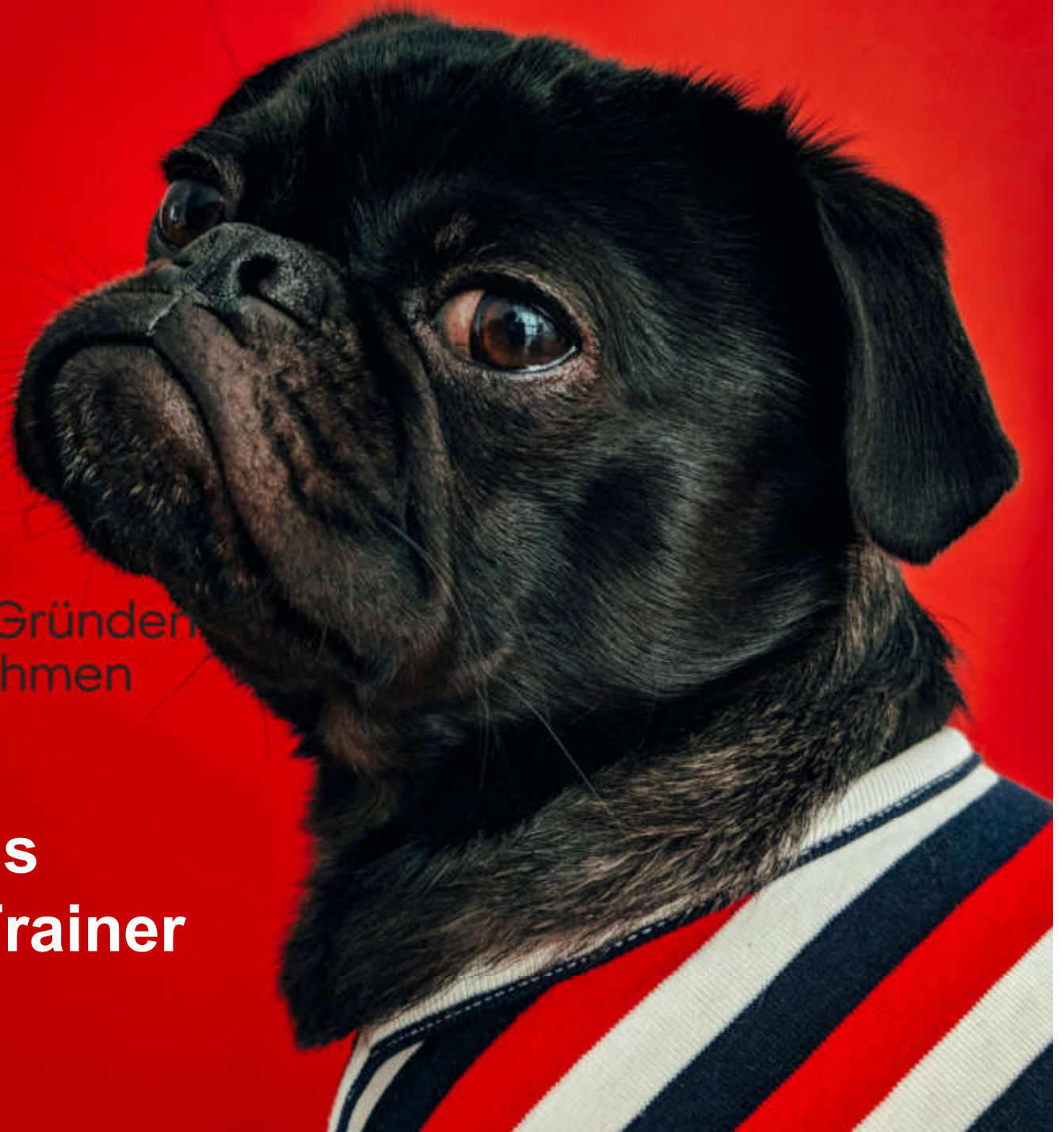
**PITCH,  
don't kill  
my vibe.**



Messe zum Gründen  
und Unternehmen

**Bianca Praetorius  
// Startup Pitch Trainer**

 **@biancaprae**





**Who am I ?**



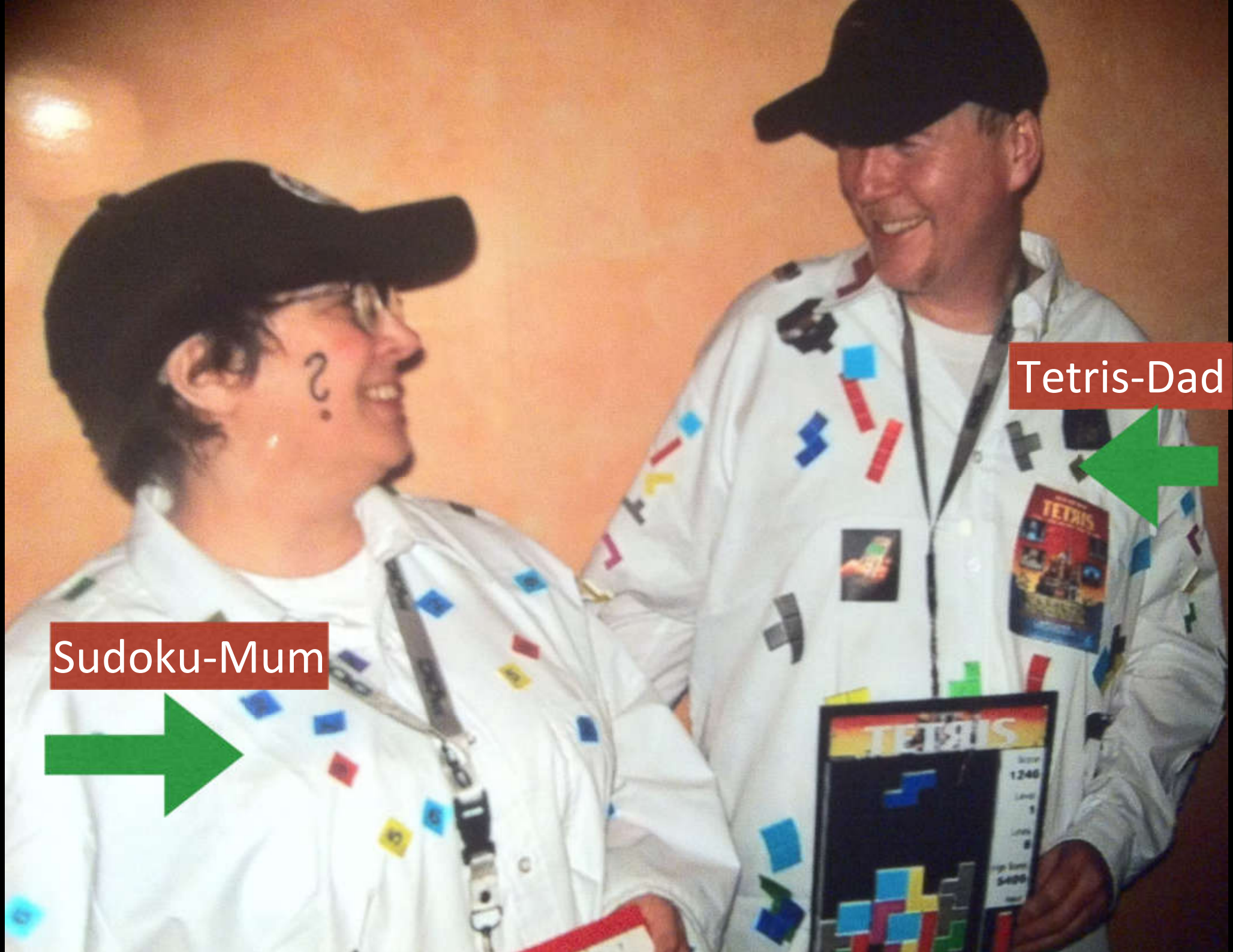
**Initially, I am an actress.**



**Offspring of Tech-Engineer-Nerd family**



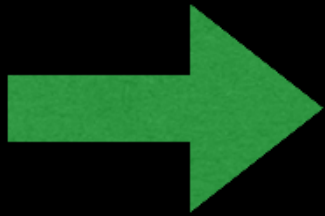




Sudoku-Mum

Tetris-Dad

Mobile-phone-Mum



Multi-Telco-Dad





Mrs.GIF- Mum



Mr. J.PEG

Mr.JPG-Dad







...Startup  
Pitchtrainer

THE DO SCHOOL

STARTUPAUTOBAHN  
powered by PLUGANDPLAY



hub:raum

Prototype  
Fund

Google

BOSCH

TEDx

HUGE  
THING

ALCHEMIST ACCELERATOR

enpact

Mercedes-Benz

You Tube

SAP.io

W1>>  
InsurTech

PITCH@  
PALACE

startuphaus  
TUNIS

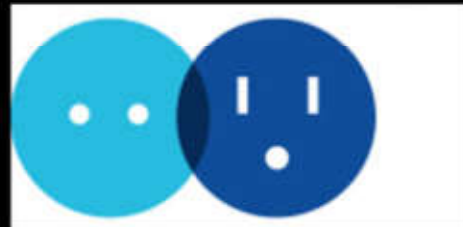
TechCrunch  
DISRUPT

RISE EGYPT  
UP

wayra.

UAE  
رواد القصر  
الإمارات العربية المتحدة

blackprint  
PROPTech BOOSTER



AXEL SPRINGER  
PLUG & PLAY  
ACCELERATOR

DB  
mindbox

AUS  
American University of Sharjah

Grants4Apps



Audi

FOUNDERS  
VALLEY

leAD

DAIMLER

investforum  
startup-service

Google Developers  
Startup Launch

EnBW

betahaus

eit  
EIT ICT Labs





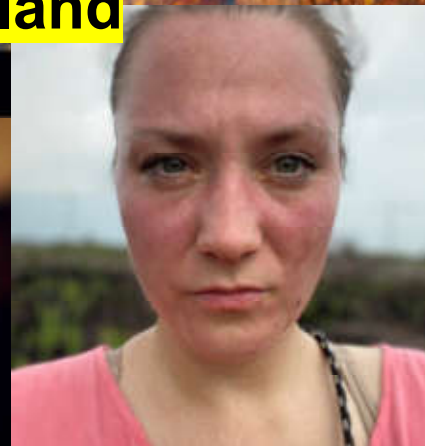
DW



TV Host DWtv

Social Entrepreneurship

Indonesia / Nepal / Malaysia / Thailand





Political activist.





DEMOKRATIE IN  
BEWEGUNG

2017  
Demokratie in Bewegung  
(Bundespartei)



2018  
Demokratie in Europa  
(paneuropäische Partei)



THE GREEN  
NEW DEAL  
FOR EUROPE

2019  
Green New Deal for Europe  
(Movement)



2020  
United4Bundestag  
(Container Partei)



Klima Union



2021  
Klima Union  
(CDU / CSU)



# Where 21st century couples meet.

Dating & relationships for ambitious women and confident men. Invite-Only.

Join our waiting list

## cherrish



**Pitch?**



**business presentations. Pitches. Speeches.**



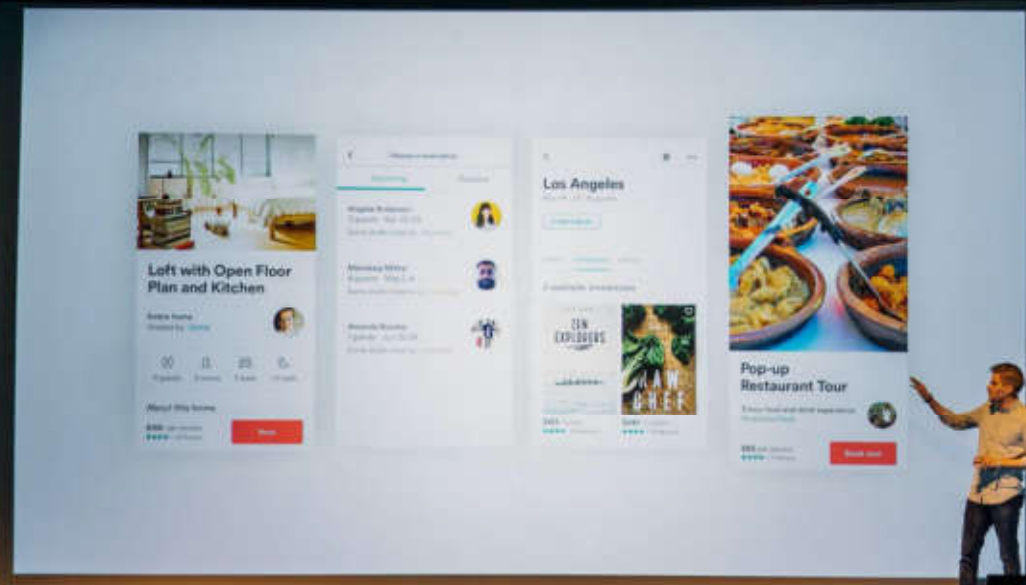
# ...or on video

I call all my friends on Zoom, call all my friends and

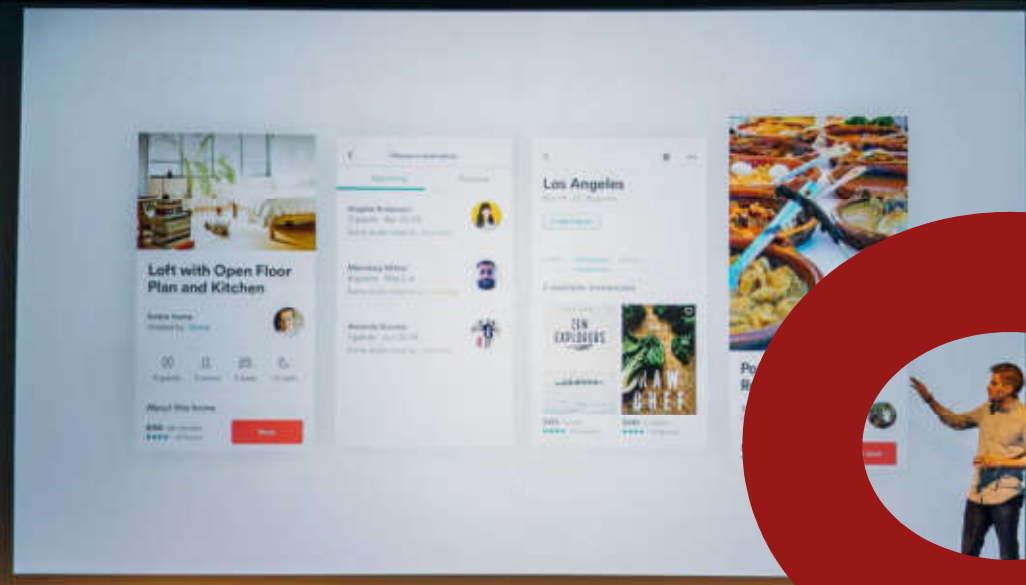




# Public Speaking.



# And how about this person?







+



**Slides + You = 5 min Pitch**

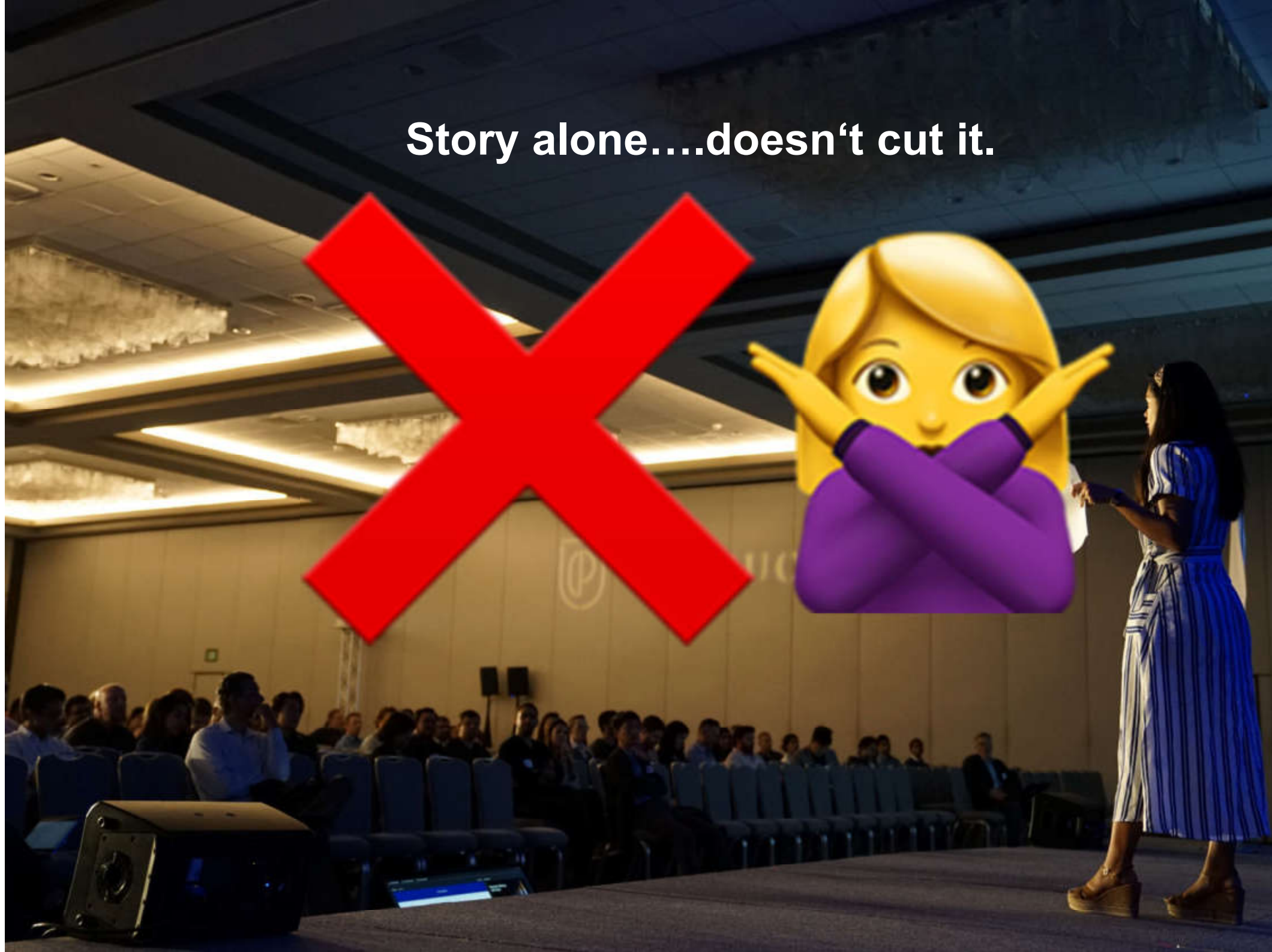
**Isn't a pitch  
all about an  
engaging story??**



Story alone....



Story alone....doesn't cut it.

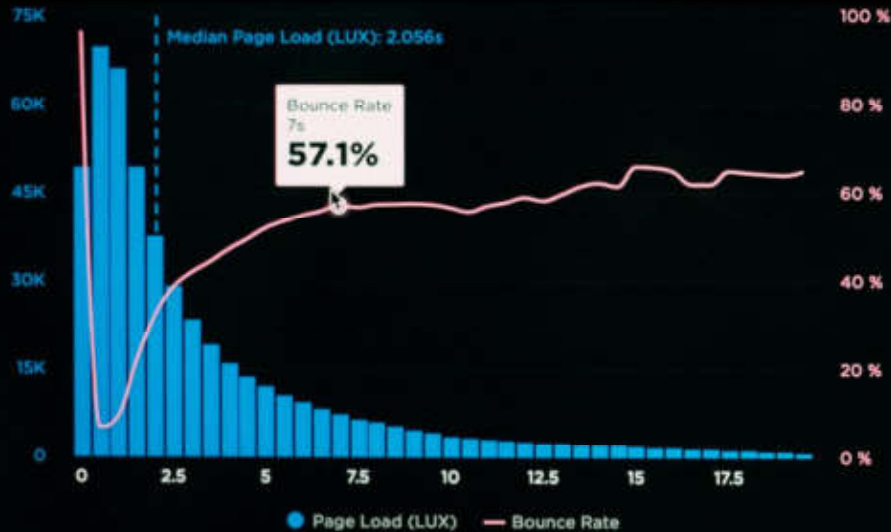




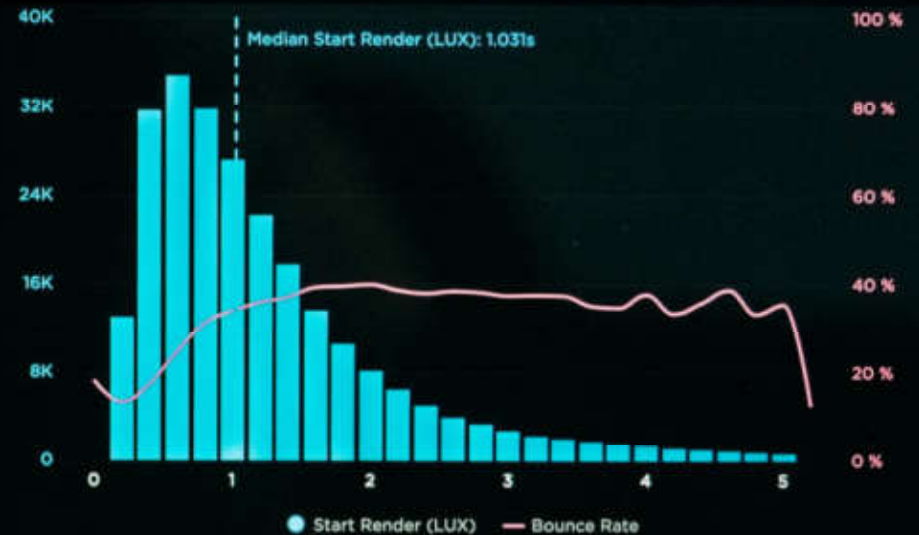
# Business content alone....

## USERS: LAST 7 DAYS USING MEDIAN

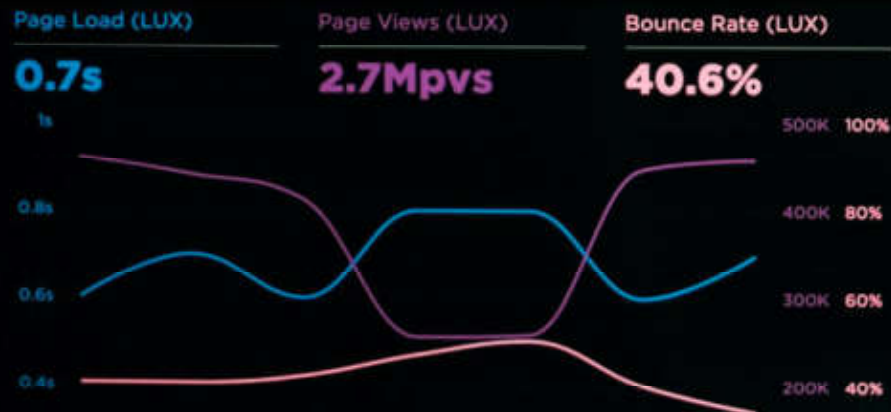
### LOAD TIME VS BOUNCE RATE



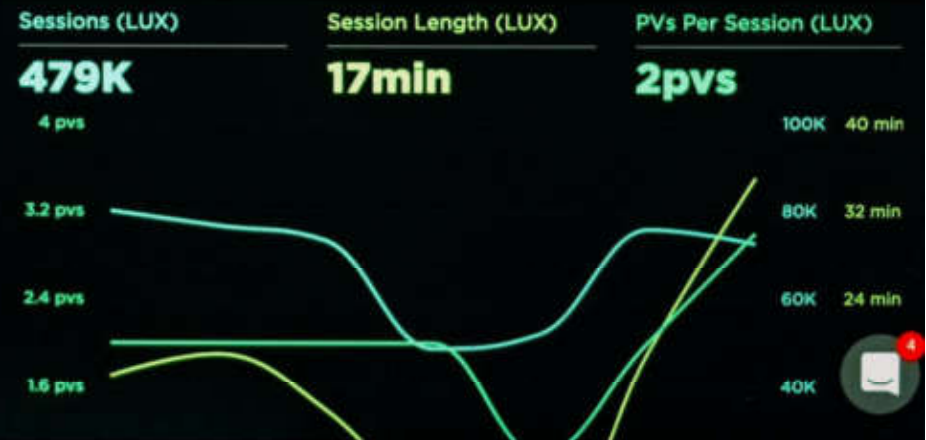
### START RENDER VS BOUNCE RATE



### PAGE VIEWS VS ONLOAD

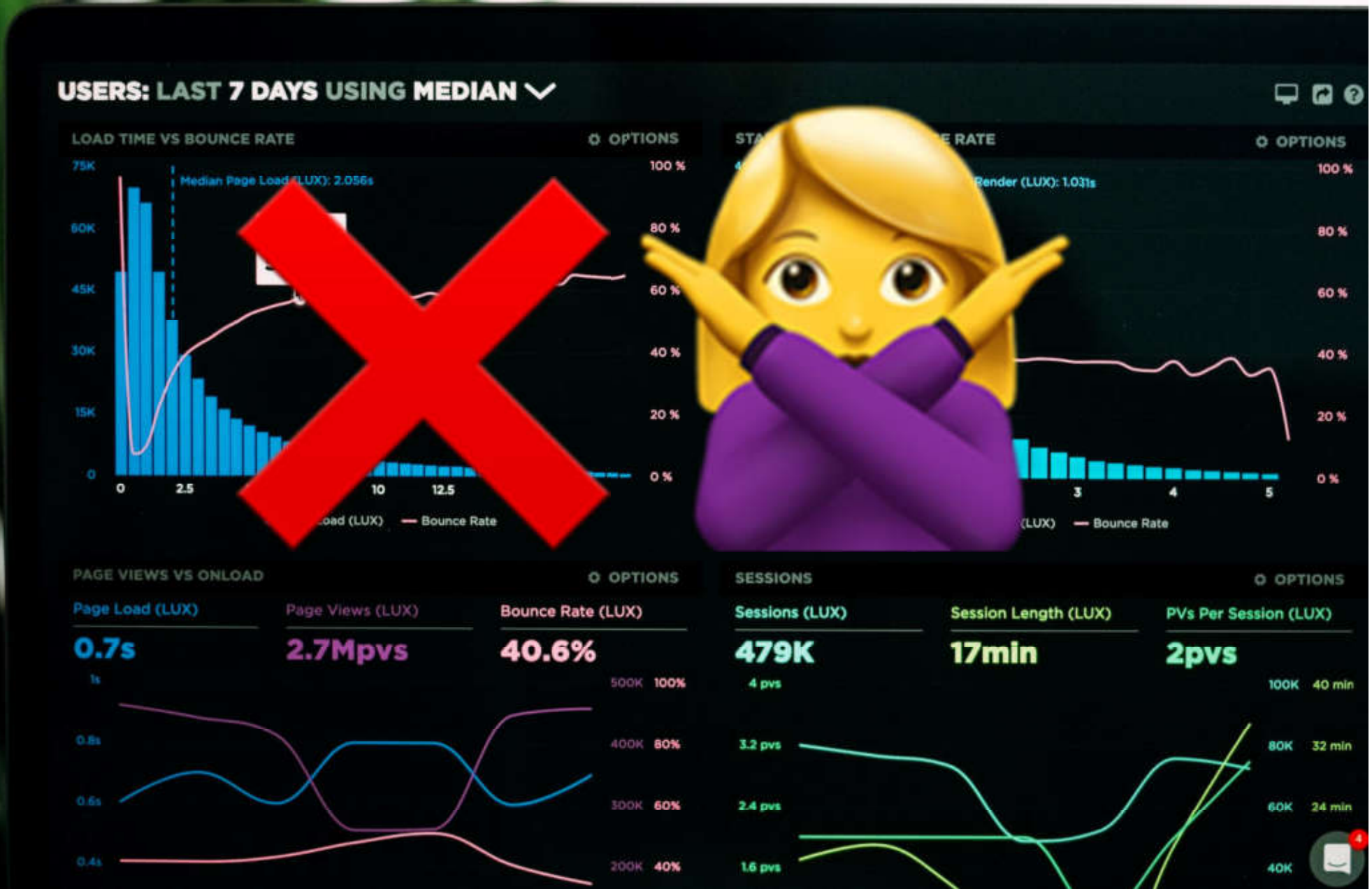


### SESSIONS





Business content alone...doesn't cut it.





**Story**



**Business content**



# Plus Personality.



Story



nt Business content





An aerial photograph showing a dense, vibrant green forest on the left, which meets a clear, turquoise body of water on the right. The forest is composed of many small, rounded tree canopies, creating a textured appearance. The water is calm with subtle ripples. A small, dark structure, possibly a pier or dock, is visible at the edge of the forest where it meets the water.

**Welcome to  
the default setting:**



**Yeah. Hi.**



















# The big bad Investor

So, you think  
Can disrupt the peanut  
butter industry?

FaceApp





**Investor**



**Investor**



**Jury**



**Investor**



**Jury**



**Client**





**Investor**



**Jury**

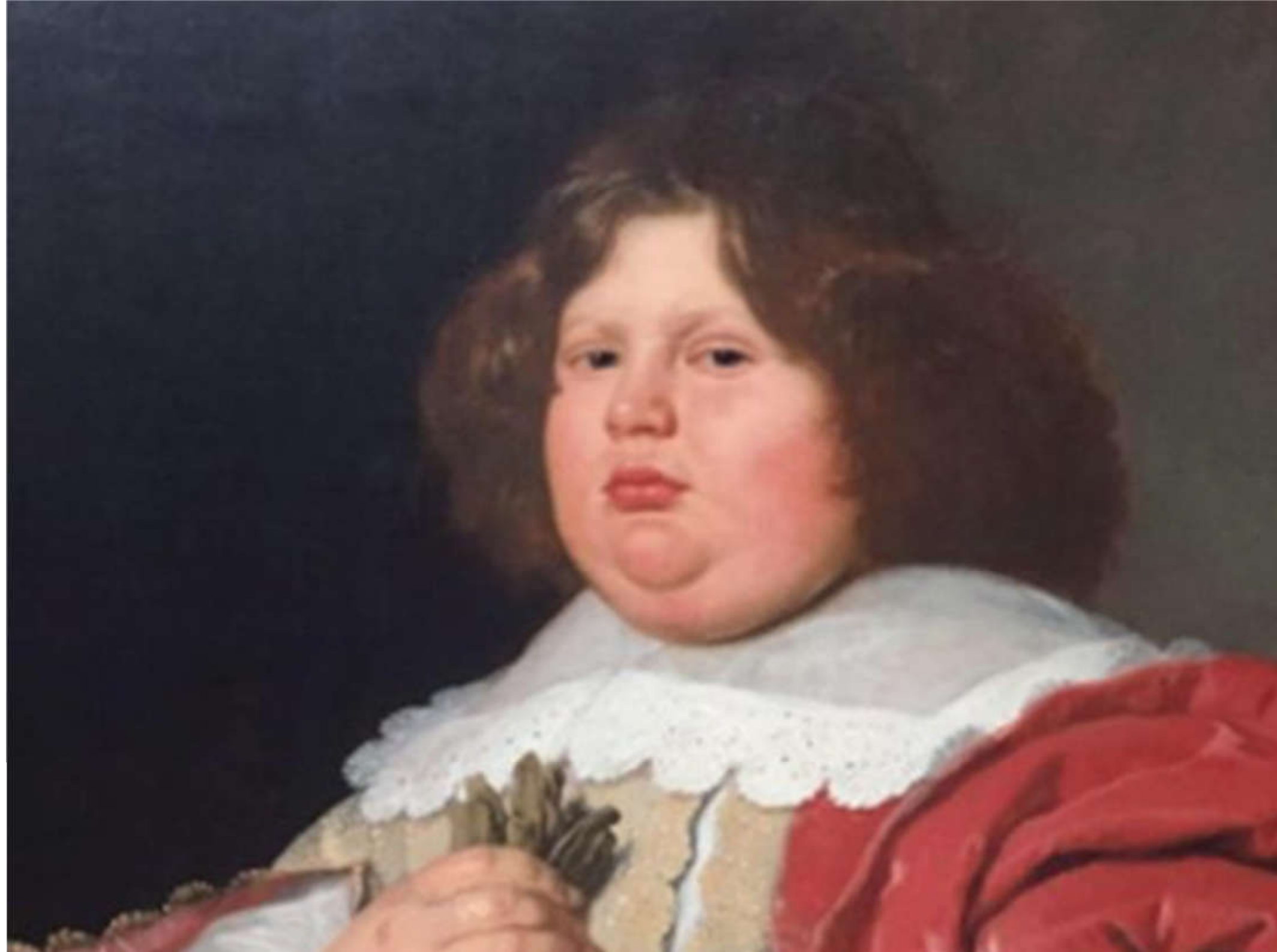


**Client**



**partner**





**Everyone,  
after your pitch.**





**Everyone,  
after your pitch.**

Hallelujah. This made my  
day.





1 content



2 slide design



3 delivery

# **PART 1**

## **Content**





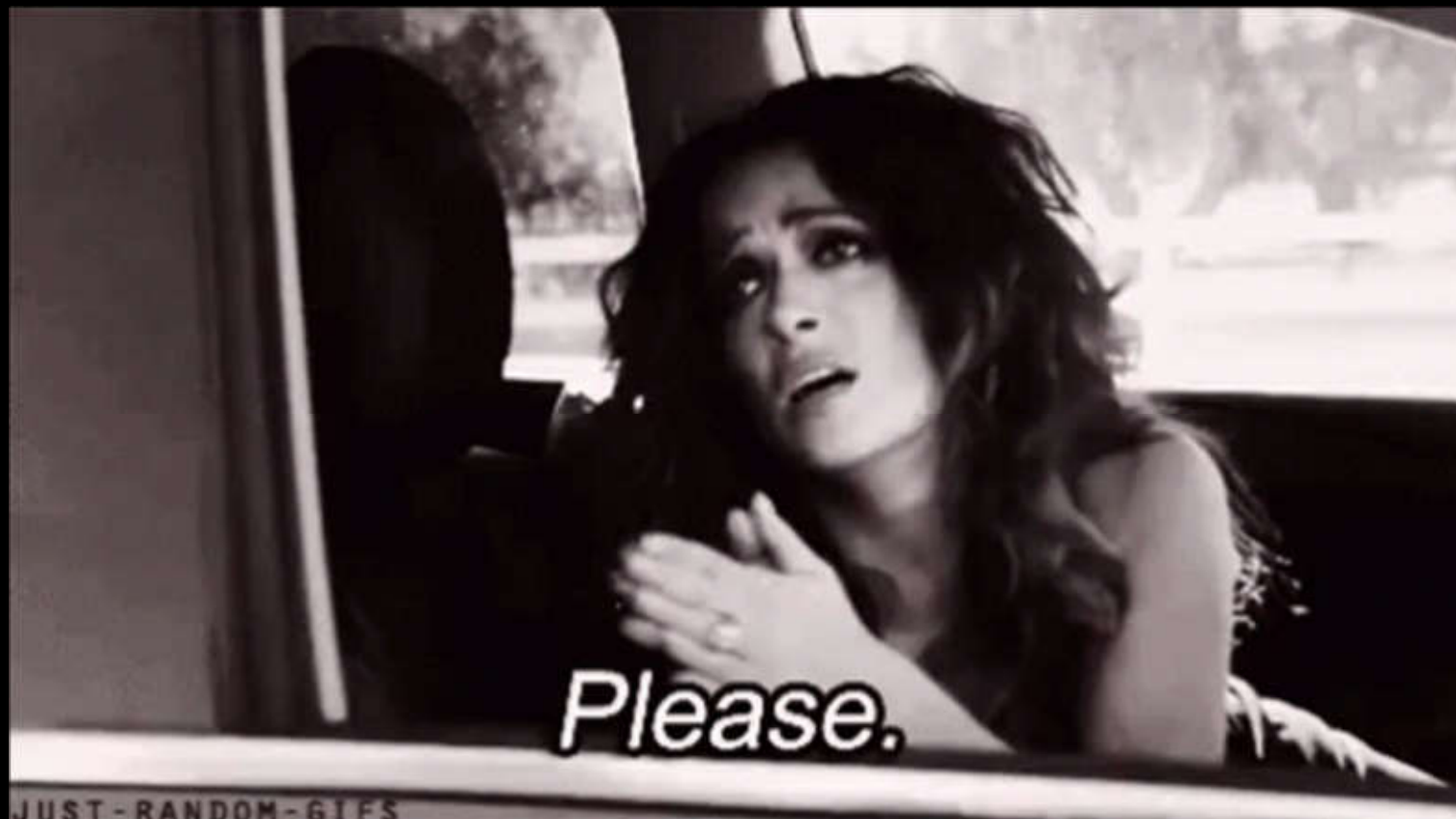


# Welcome to some STRUCTURE.

(The classical approach)



Please let this be sooo boring for you.



Think in Chapters.  
Not slides.



The Problem.

**Cats don't like to get wet.**



# CURRENT USER EXPERIENCE

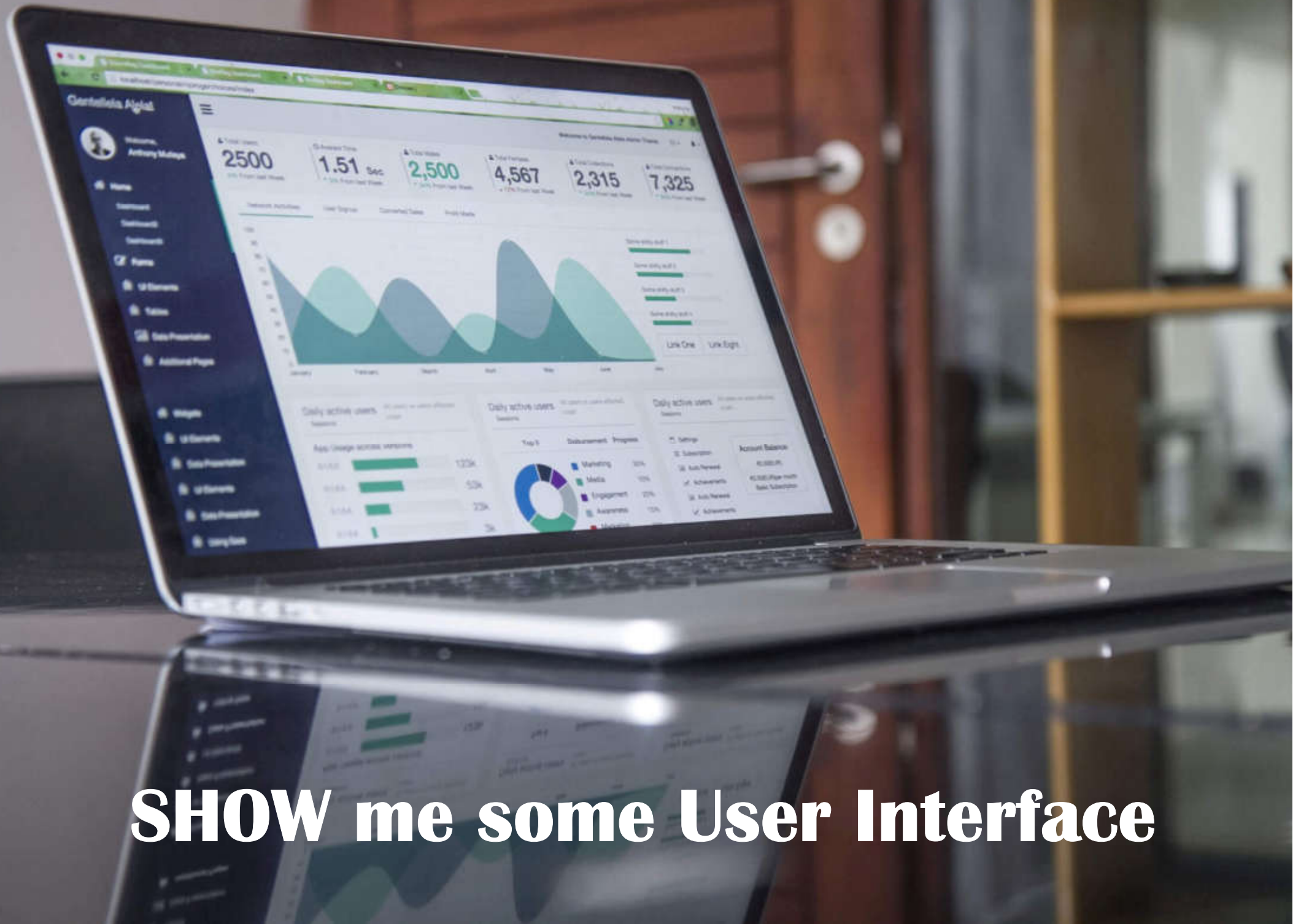


# PRO & CON OF ALTERNATIVES



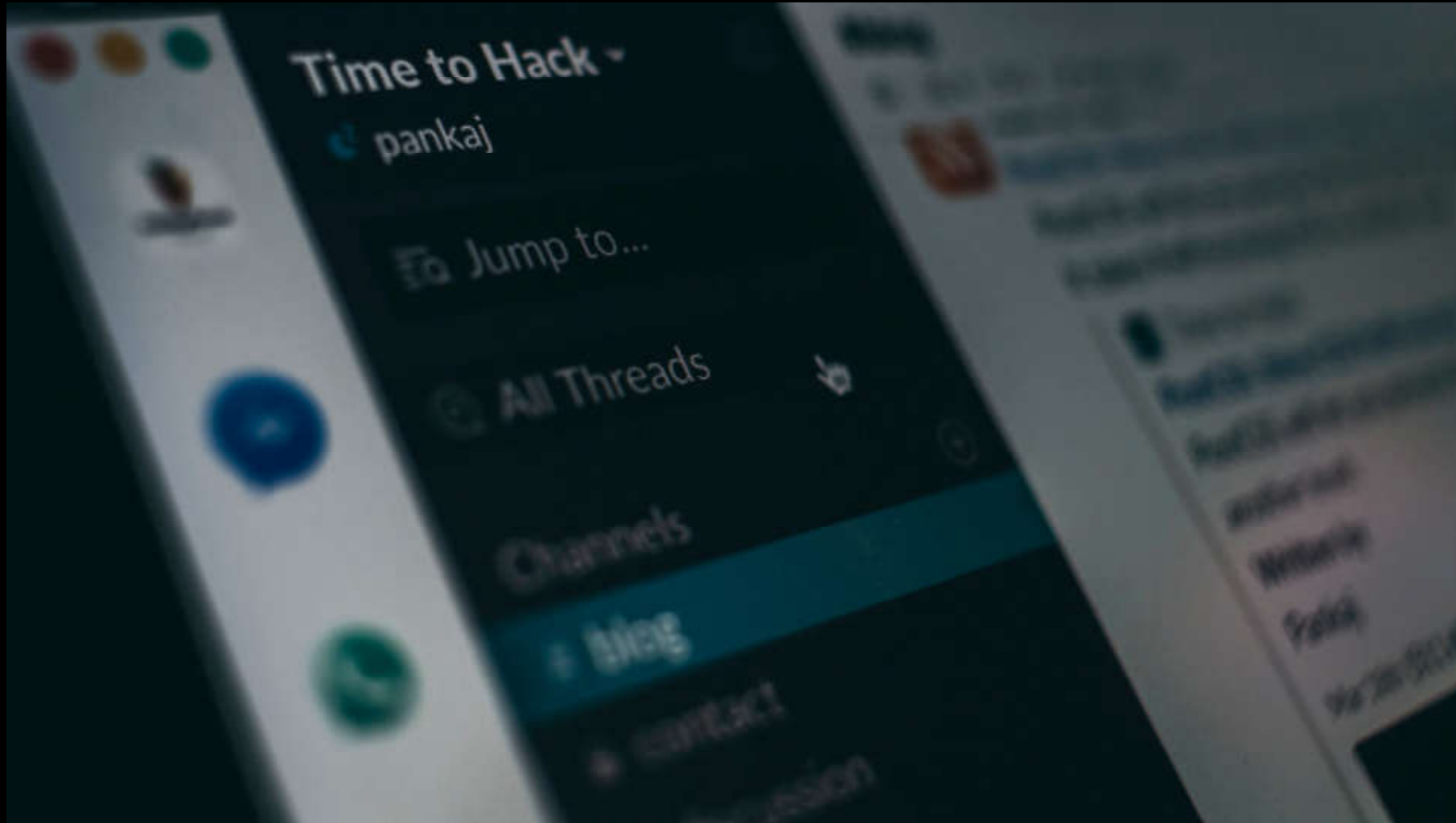
And The Solution.



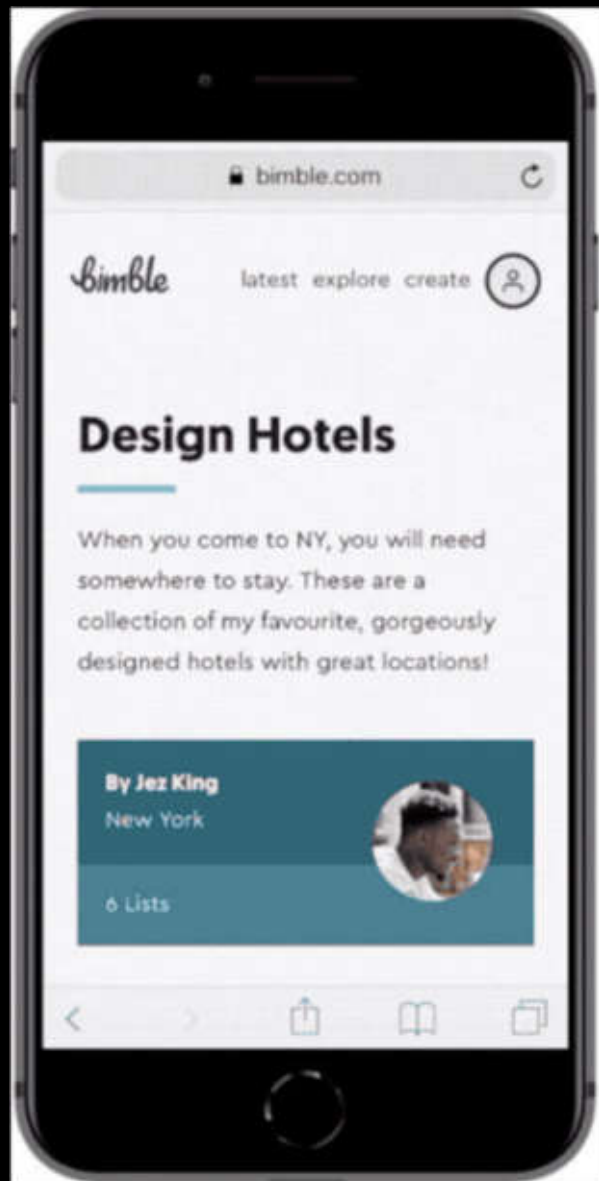




# SHOW me the User experience

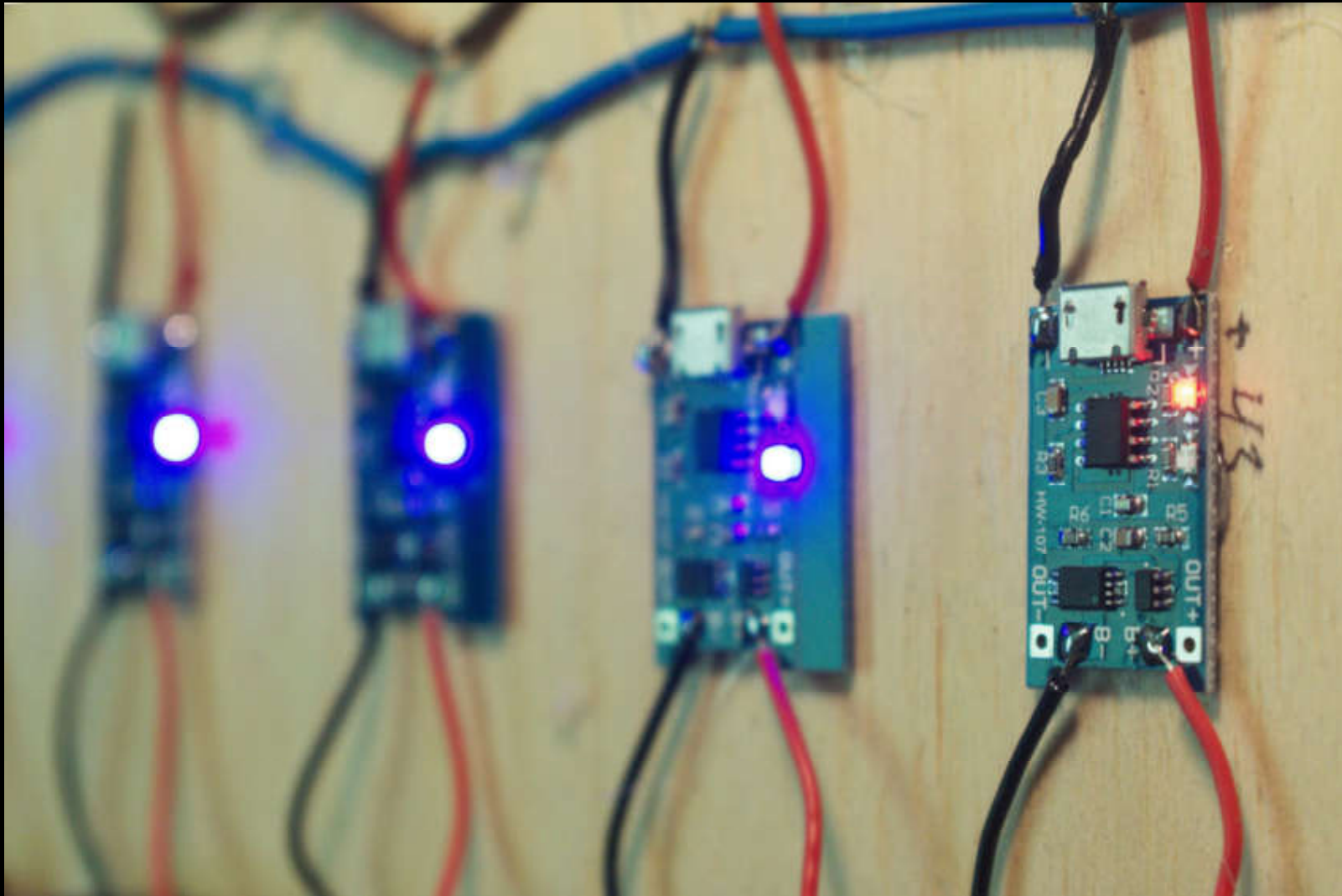


# Screen record. Inside Slides.



Have a Product?





**Hardware? Show us your prototype.**











**SHOW IT!**



**SHOW IT!**





A world map is pinned to a bulletin board. The map is surrounded by various international banknotes, including US dollars, Euros, and Japanese Yen. Numerous colorful pushpins are scattered across the map, particularly concentrated in North America, Europe, and Asia. The map shows the Atlantic Ocean, South Pacific, and Indian Ocean. The text "The Market." is overlaid on the left side of the map.

# **The Market.**

**Current status? Does it grow and WHY?**



# Business model

- › Is the business model scalable?
- › Revenue potential vs cost structure?.





# **Competiton.**

























**(Who else is doing it? Why are you better?)**




































































**...When in a  
red ocean...**





	solution 1	solution 2	solution 3	solution 4
criteria 1				
criteria 2				
criteria 3				
criteria 4				
criteria 5				
criteria 6				

	solution 1	solution 2	solution 3	solution 4	your solution
criteria 1					
criteria 2					
criteria 3					
criteria 4					
criteria 5					
criteria 6					

	solution 1	solution 2	solution 3	solution 4	your solution
criteria 1					
criteria 2					
criteria 3					
criteria 4					
criteria 5					
criteria 6					
criteria 7					





	solution 1	solution 2	solution 3	solution 4	your solution
criteria 1					
criteria 2					
criteria 5					
criteria 6					
criteria 7					

# Traction / validation





**Traction / validation**





# Traction / validation

This product  
changed everything  
for us!

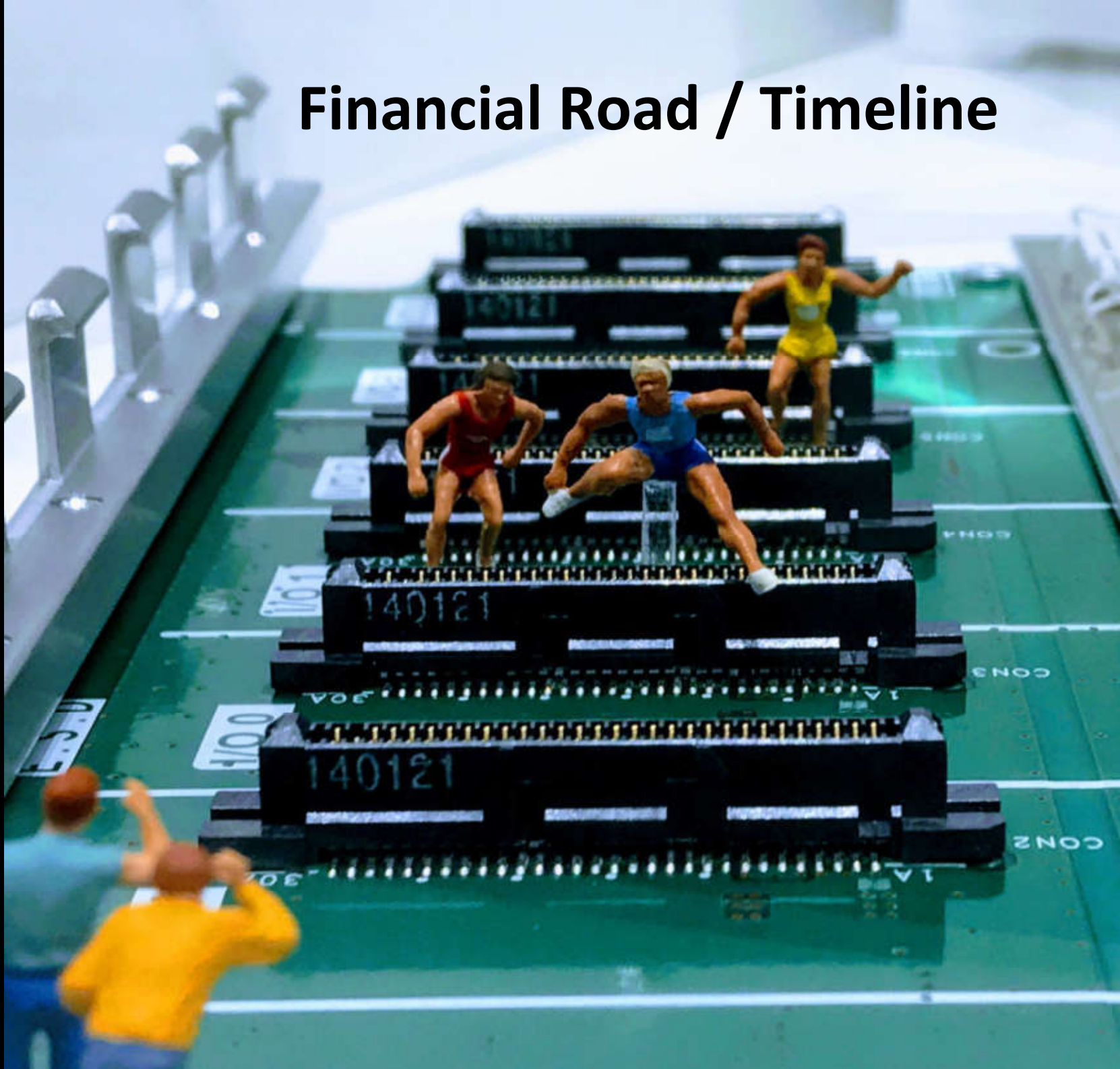


**And Why start NOW?**

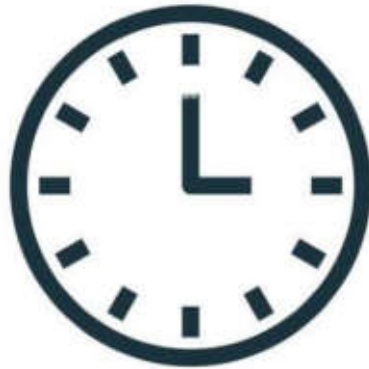




# Financial Road / Timeline







**Where do you want  
to be when?**



Who are you & why do you rock?





Who are you & why do you rock?





Short summary  
leading to  
call to action



# CALL TO ACTION

Be specific.

What do you need right now?

- 1. Problem**
- 2. Solution.**
- 3. Technology**
- 4. Product**
- 5. Market**
- 6. Business model**
- 7. Traction**
- 8. competition**
- 9. Roadmap**
- 10. Team**
- 11. Call to action**



or

**„The Pitch Bridge“**

# Investors



## Investors



## Also Investors

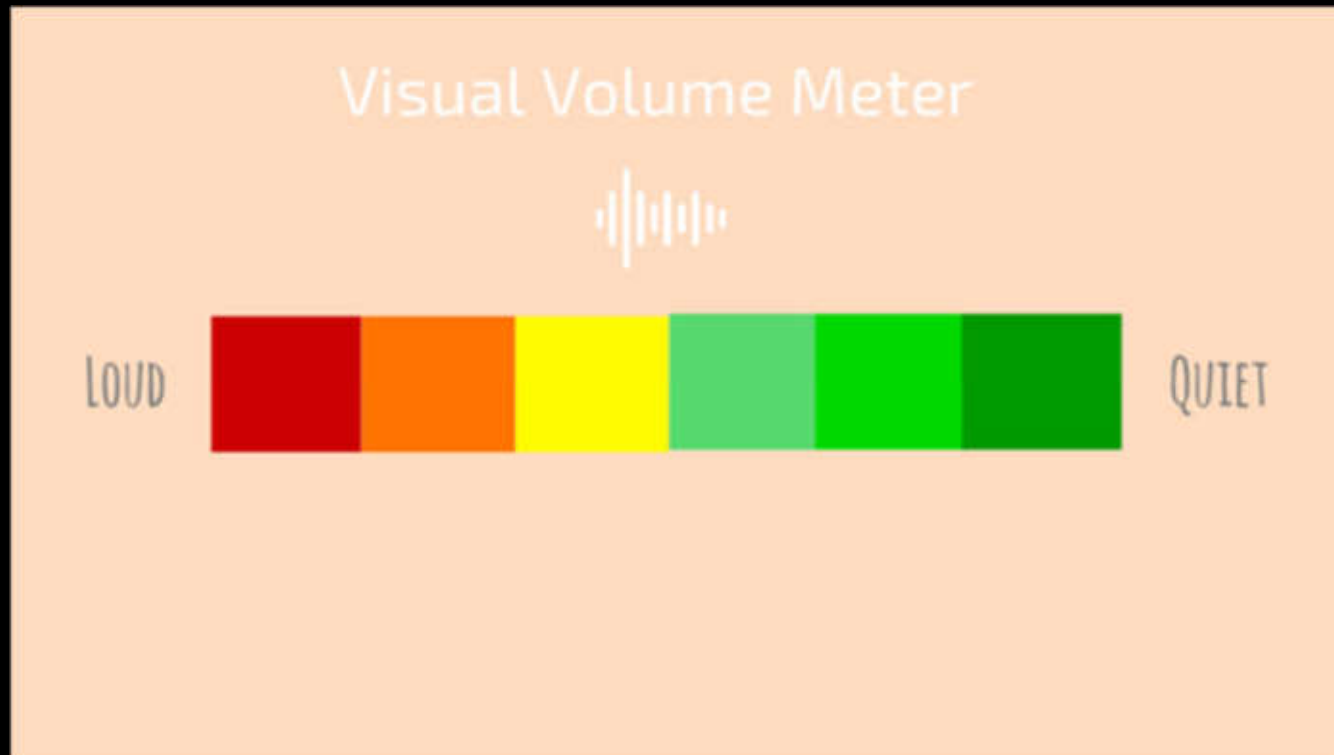




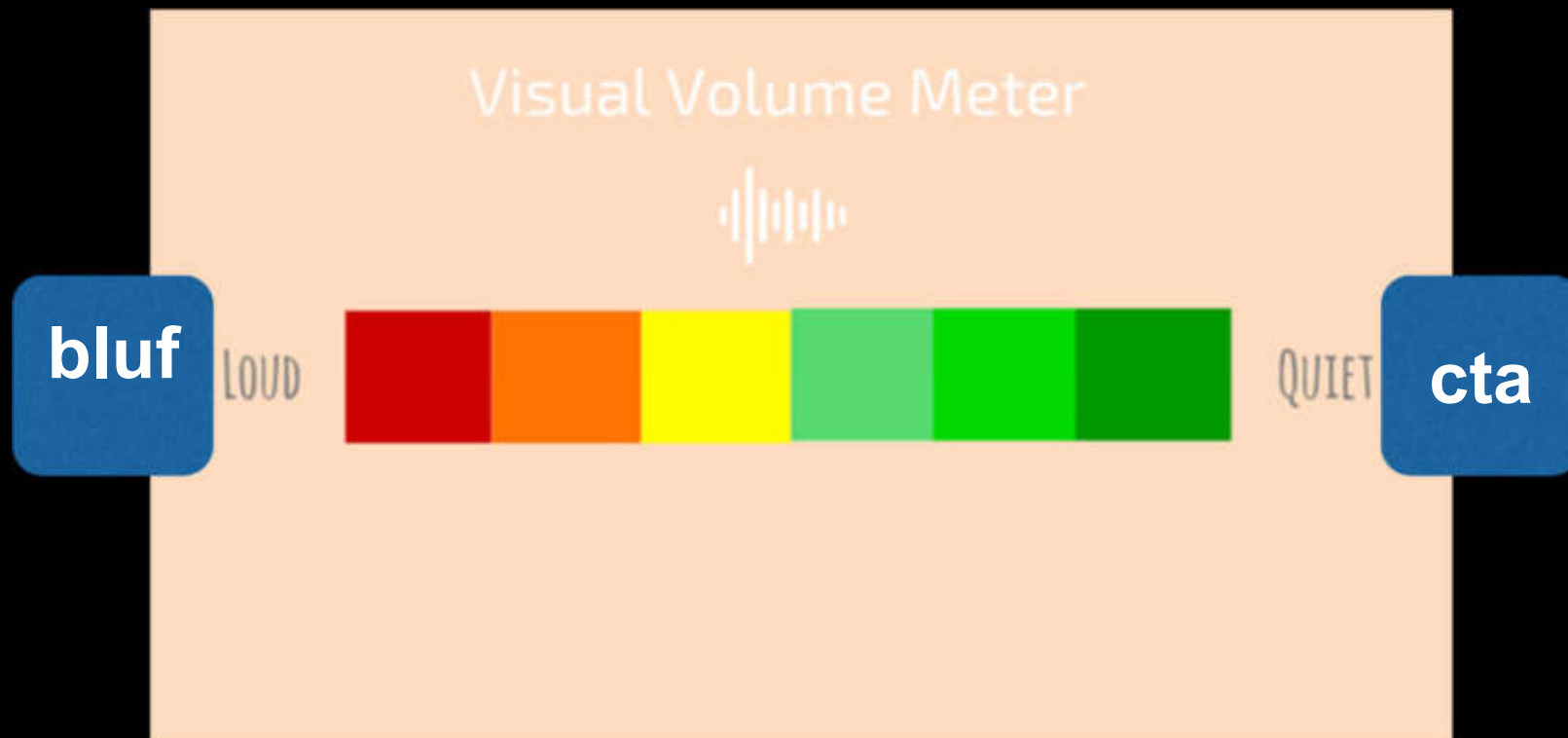
**Orchsetrate in order of boom.**



# „The Pitch Bridge“

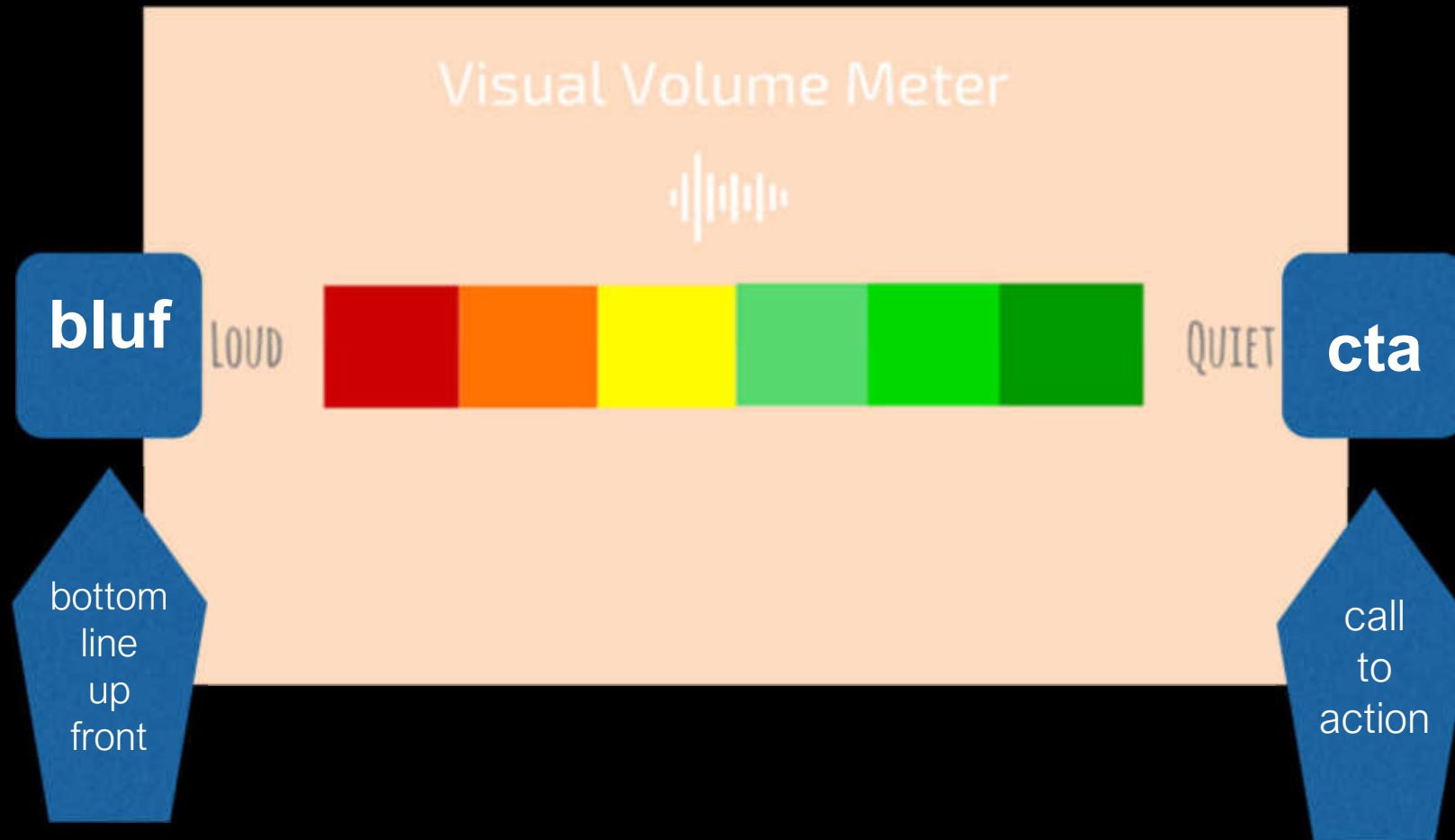


# „The Pitch Bridge“

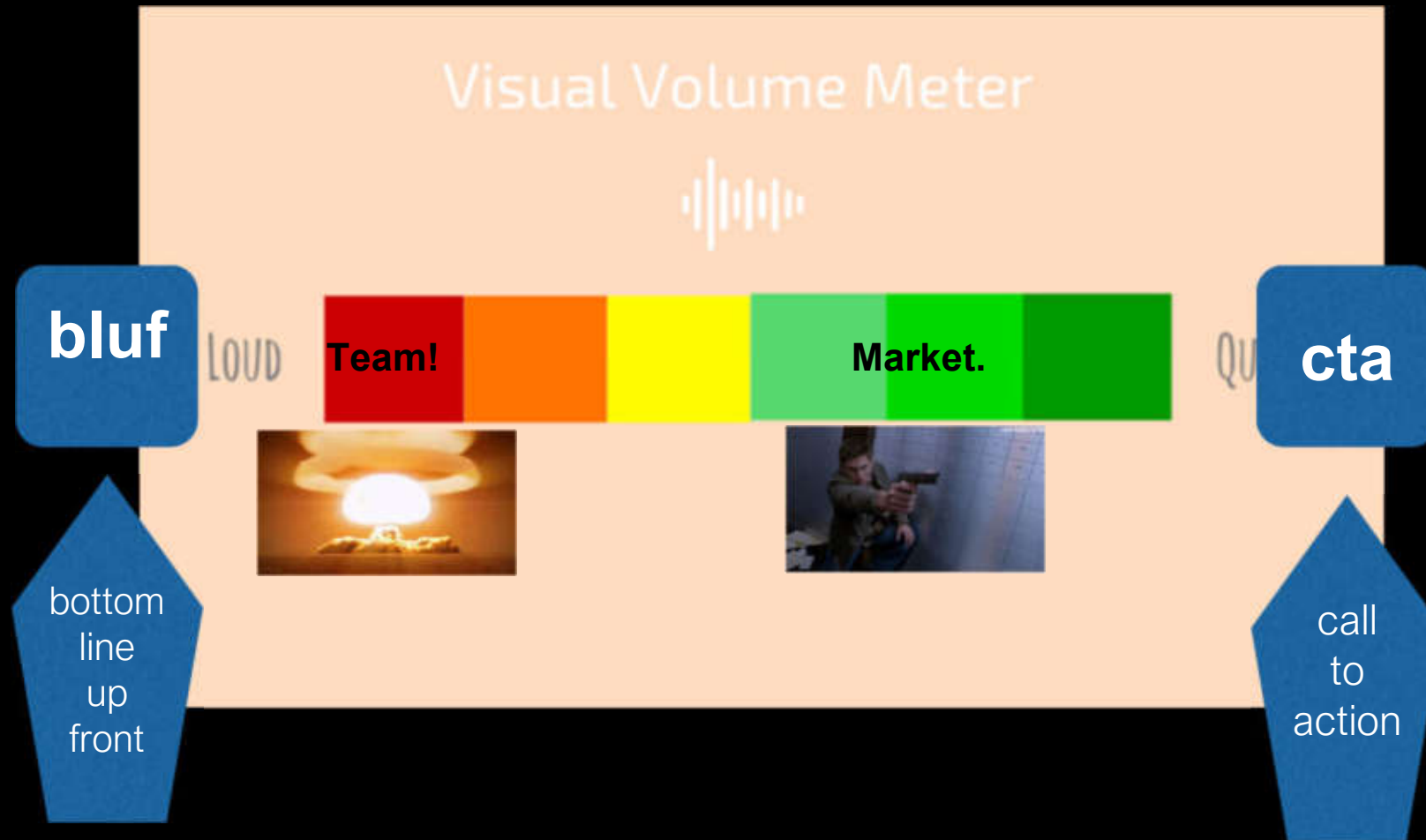




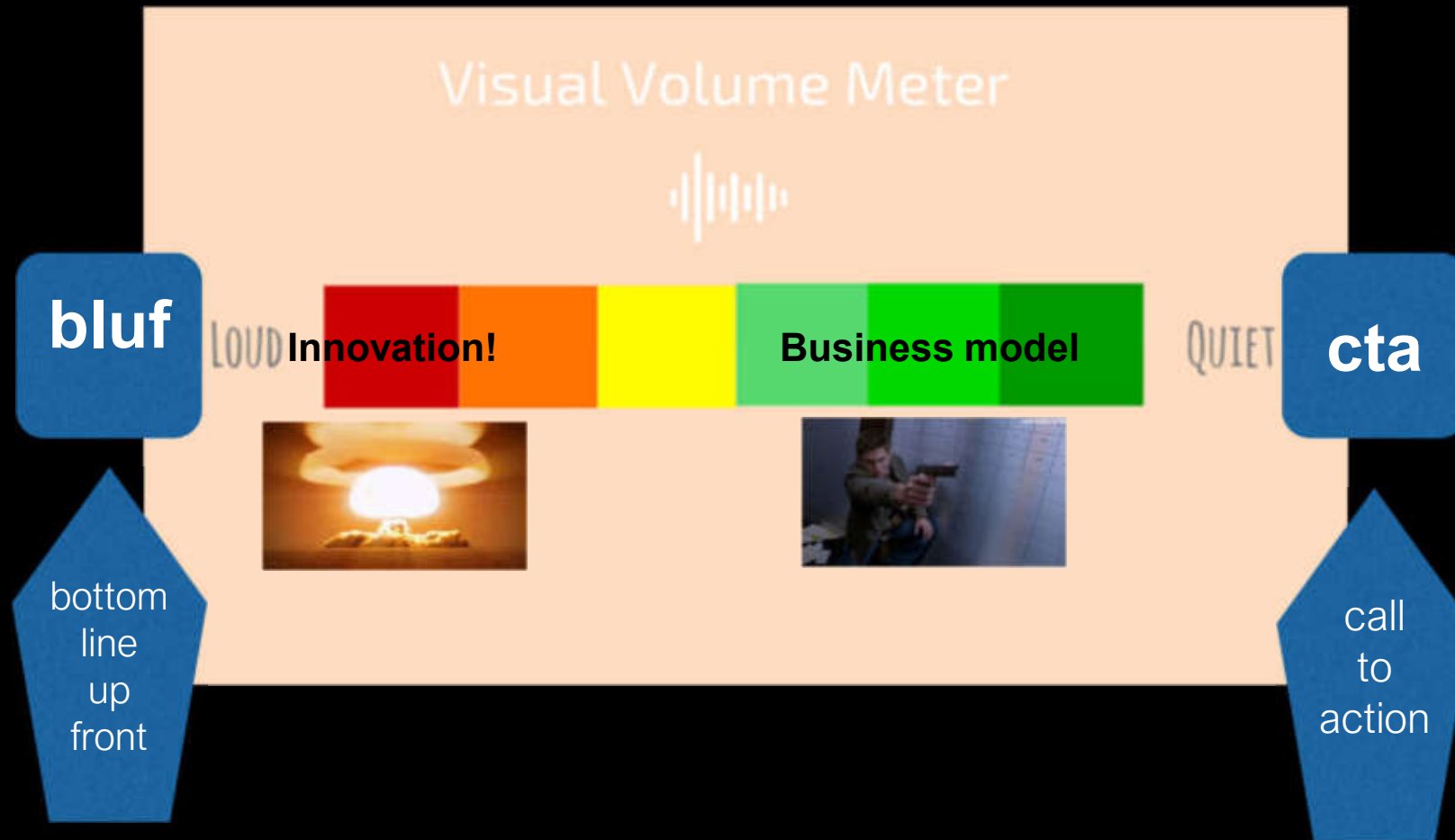
# „The Pitch Bridge“



# „The Pitch Bridge“

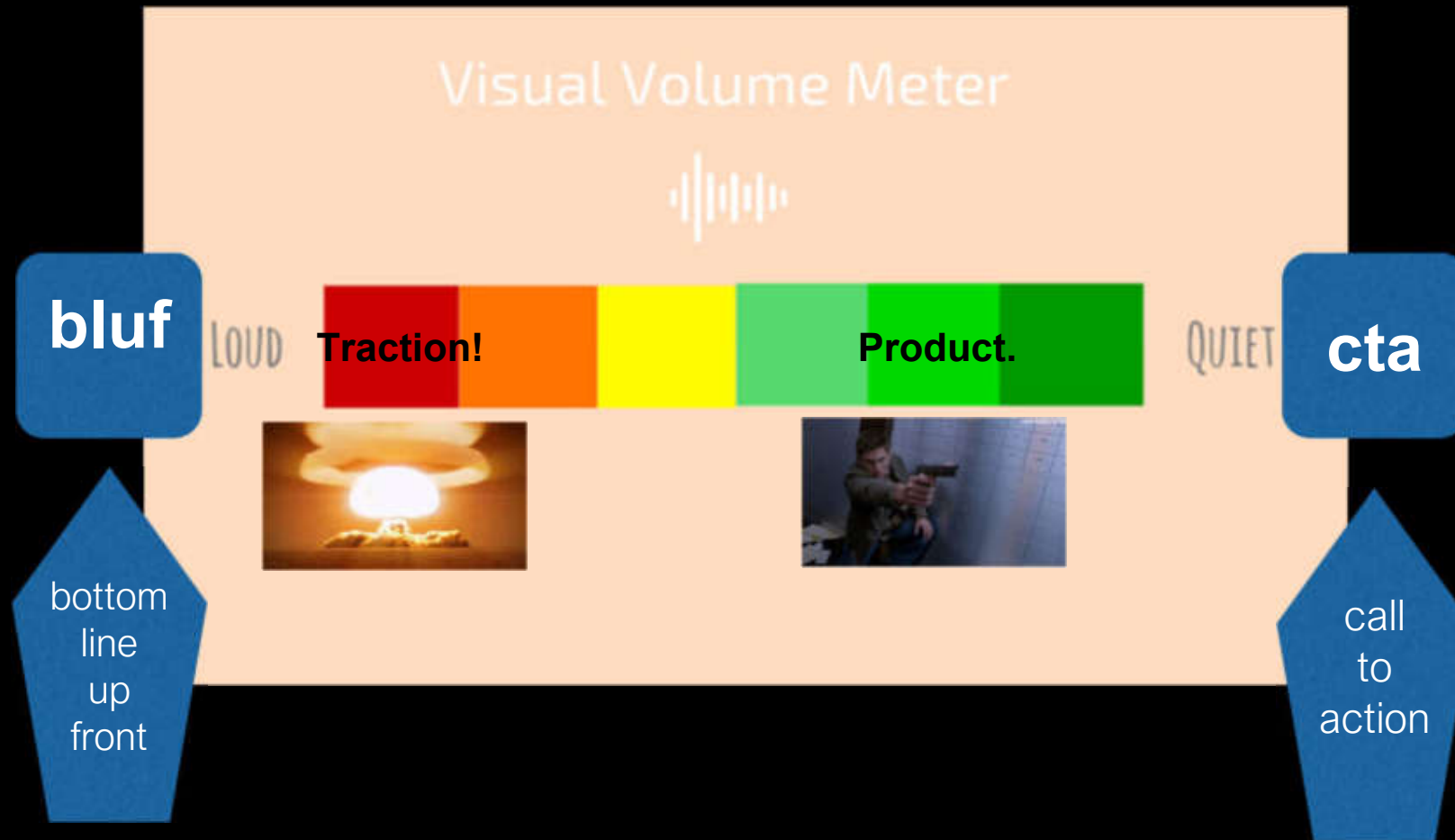


# „The Pitch Bridge“





# „The Pitch Bridge“



# **End of PART 1 Content**



# **PART 2**

## **Slide Design**

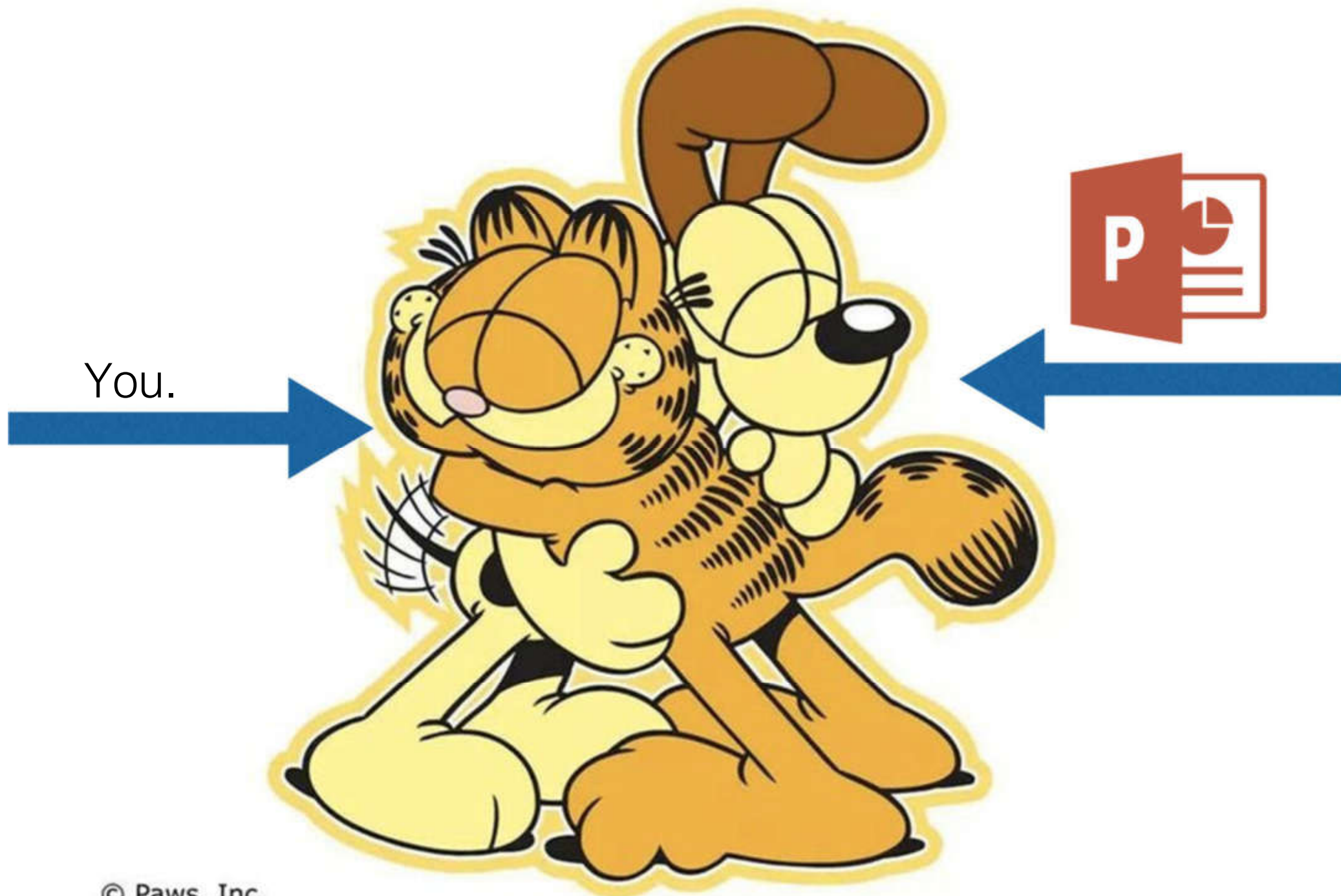




# Slide Design



**Powerpoint is your best friend.**



You.





# **Send-out-Pitchdecks**





A man in a grey long-sleeved shirt and jeans stands at a podium on the left, looking at a laptop. A large projection screen on the right displays a pitchdeck. The room is dimly lit with a textured grey wall. A black chair is visible in the foreground, and a small table with a laptop is on the left. The pitchdeck on the screen shows a line graph and various text elements.

# Live-Presented Pitchdeck

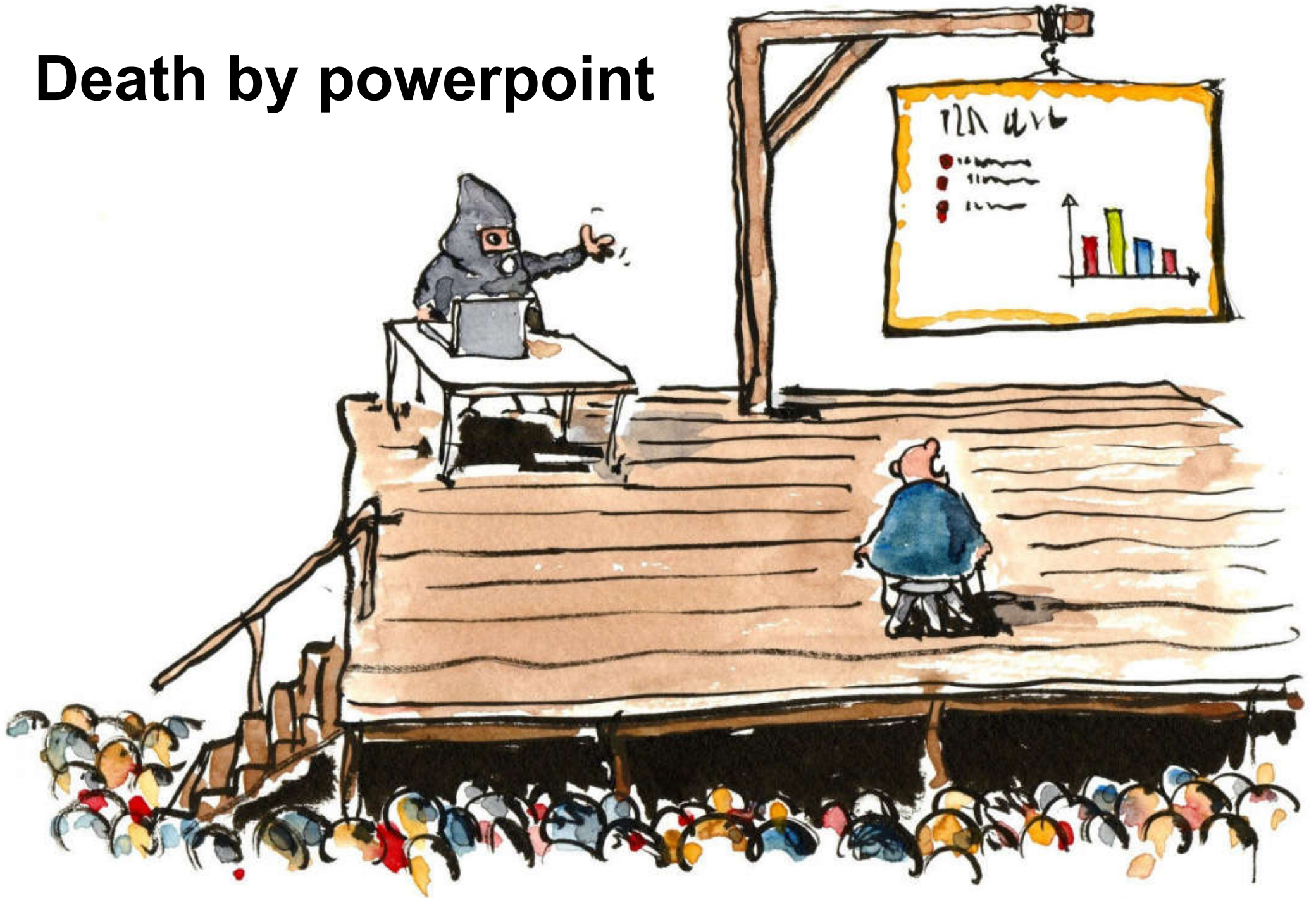


# REMOTELY-Presented Pitchdeck





# Death by powerpoint



No boring text charts. Don't do it. They are really boring. No kidding. Nobody wants to read that shit. No boring text charts. Don't do it. They are really boring. No kidding. Nobody wants to read that shit. No boring text charts. Don't do it. They are really boring. No kidding. Nobody wants to read that shit. No boring text charts. Don't do it. They are really boring. No kidding. **Don't put too much bloody text on charts.** No boring text charts. Don't do it. They are really boring. No kidding. Nobody wants to read that shit. No boring text charts. Don't do it. They are really boring. No kidding. Nobody wants to read that shit. No boring text charts. Don't do it. They are really boring. No kidding. Nobody wants to read



A vibrant tropical beach scene. The foreground shows shallow, clear turquoise water with sandy patches. Large, smooth, greyish-brown boulders are scattered along the shoreline and in the water. The sky is a deep blue with scattered white clouds. The overall scene is bright and scenic.

**Use pretty pictures instead.**





**No need for pretty.  
But memorable & clear.**



Use pretty pictures instead.

**[www. UNSPLASH . com](http://www.UNSPLASH.com)**

**[www. lcons8 .de](http://www.lcons8.de)**

Pitch

Product

Presentations

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Try for free

www.pitch.com

Welcome to Pitch

Welcome to Pitch  
SpaceWorks

Design

Workflow

Comments

Reactions

Notes

History

Stunning presentations.  
Made together.

Cici Frasier

Larry Weber

1

2

3

4

5



Vorlagen

Elemente

Uploads

Text

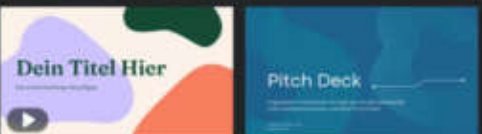
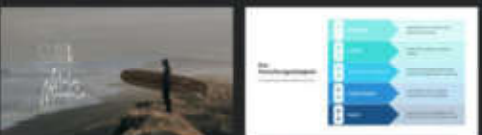
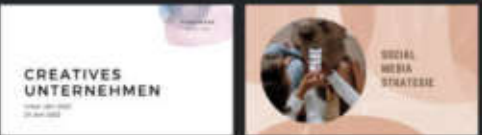
Mehr

Präsentation-Vorlagen durchsuch

Vorlagen

Layouts

Pitch Business Sport Natur Mar



www.canva.com



1

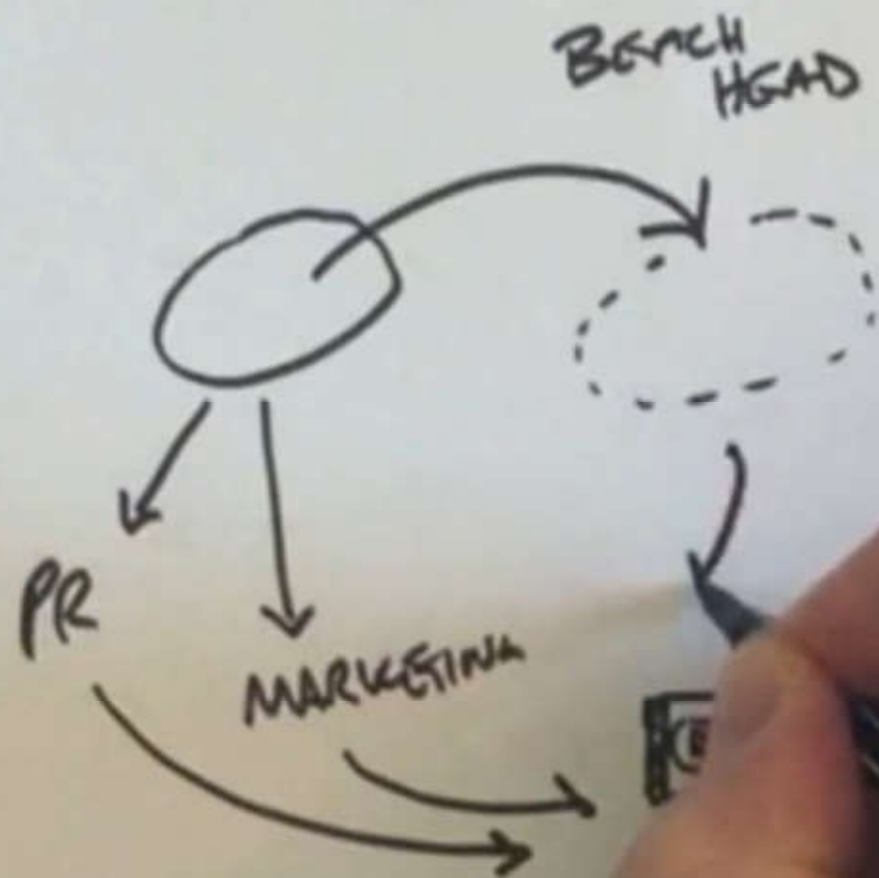


# Everyone can visualize!

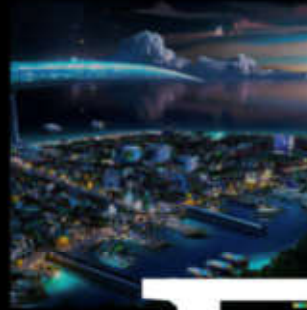








(so much fun! )



# DALL·E 2

DALL·E 2 is a new AI system that can create realistic images and art from a description in natural language.



DALL·E My collection

Edit the detailed description

Surprise me

Upload



happy female scientist carrying a piece of the berlin wall on a red stage, while giving a talk, digital art

Generate













A very serious looking mouse in a priest outfit conducting a choir inside a pink church

Generate

RESULTS

[OPENAI.COM](https://openai.com)





DALL·E ▾

B

An Impressionist painting of a happy cute cat cooking spaghetti inside a pink hat. It rains and it's sunny. Digital art.

Generate

 [OPENAI.COM](https://openai.com)

RESULTS



DALL·E 2022-0...ing a guitar .png

[Öffnen in...](#)







Use pretty pictures instead.

**[www. UNSPLASH . com](http://www.UNSPLASH.com)**

**[www. icons8 .de](http://www.icons8.de)**

**[www. emojipedia. org](http://www.emojipedia.org)**





**Creating visual anchors in 5 minutes.**







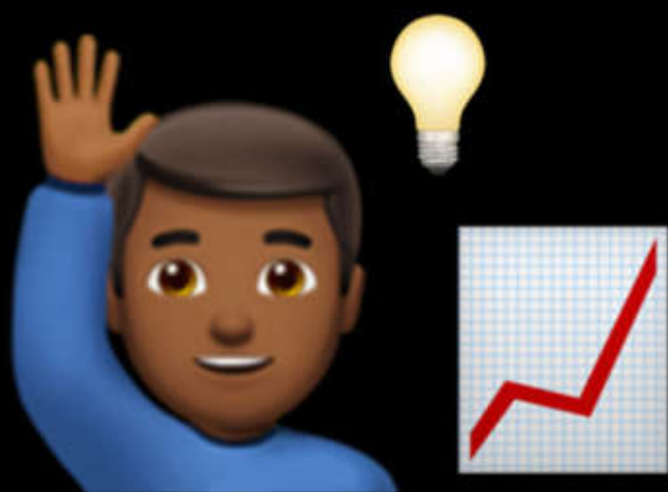


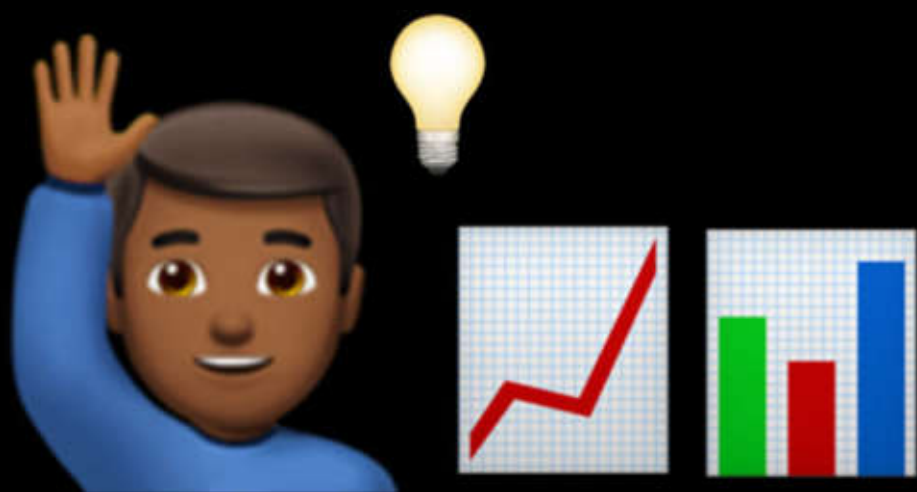








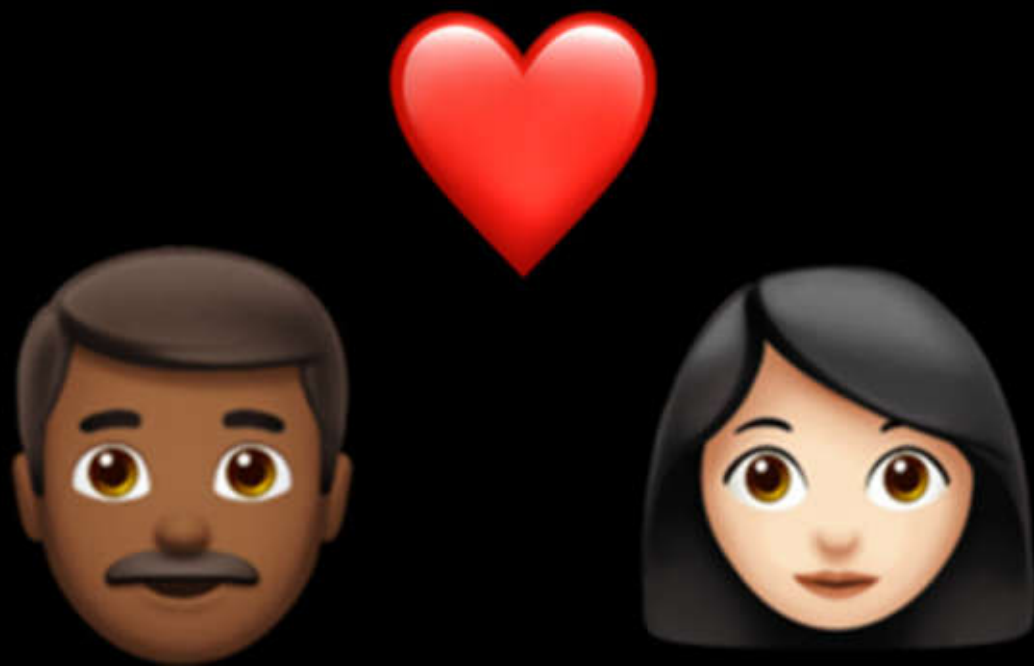




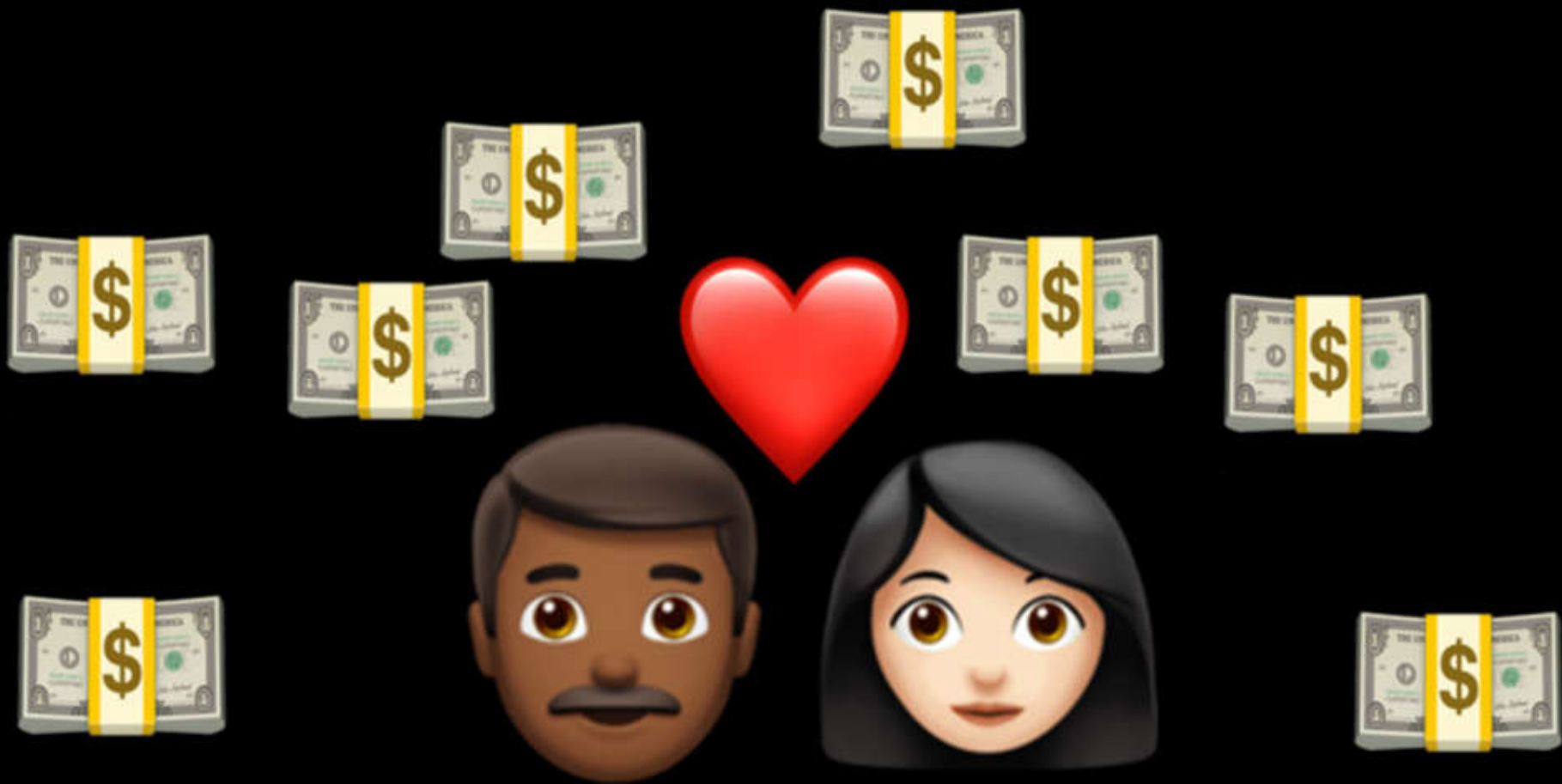












www.humaaans.com

# humaaans

Mix-&-match illustrations of people with a  
design library

Use with Blush

Download

 CC0 Free for commercial or personal use by [Pablo Stanley](#).

Made with Webflow

# Standing

by Pablo Stanley

Save

Share

C

Colors

Bottom



Skin



Top

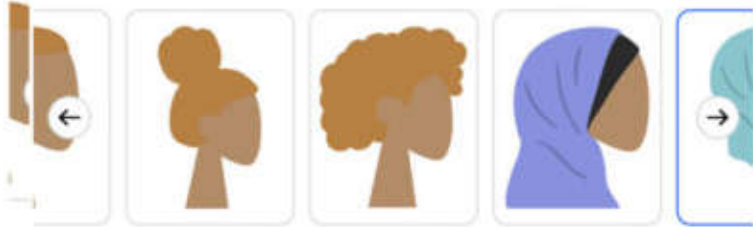


F

Front



See All



S

Standing



See All



B

Body

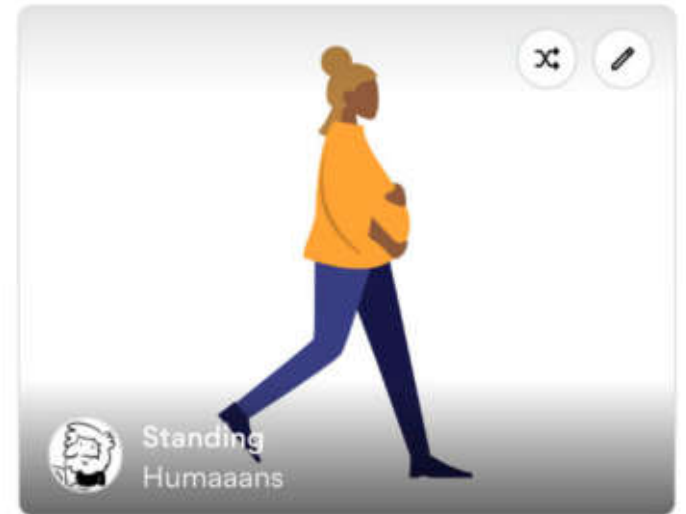
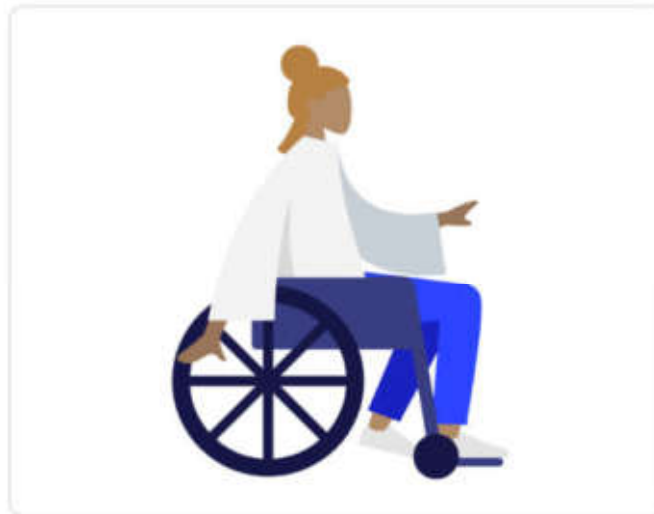
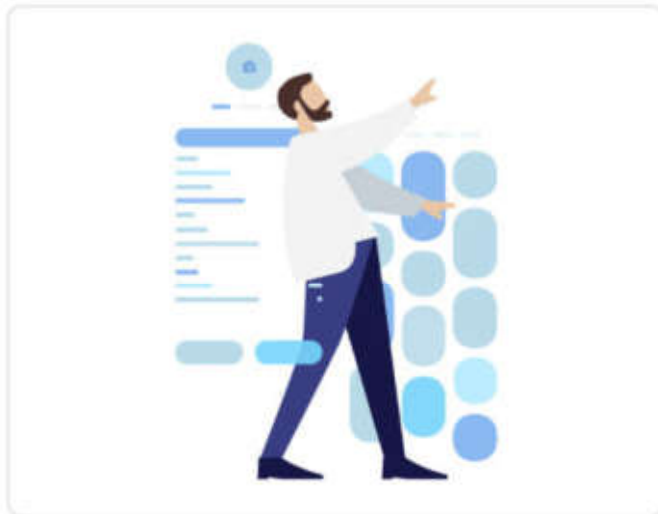
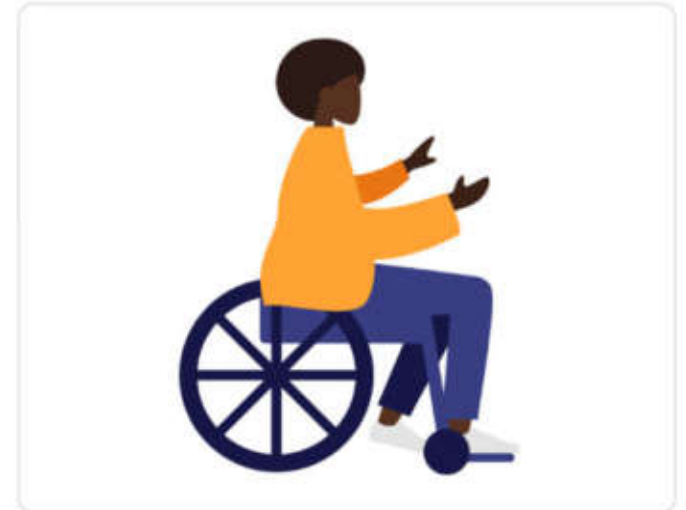
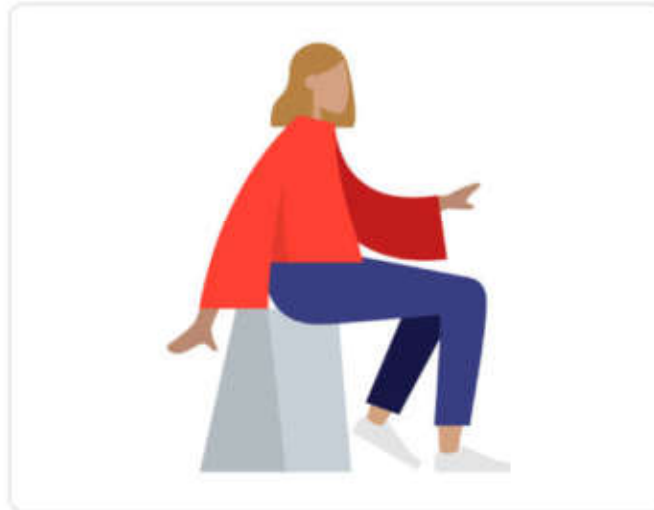
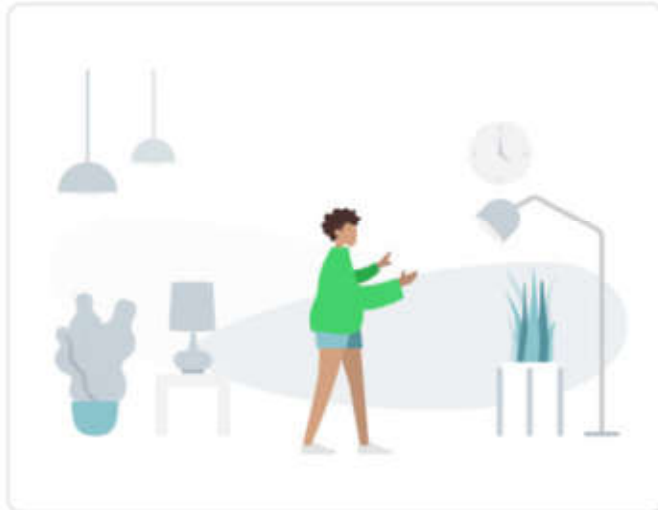


See All





## Similar Images





2 Characters  
Humaaans



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Edit

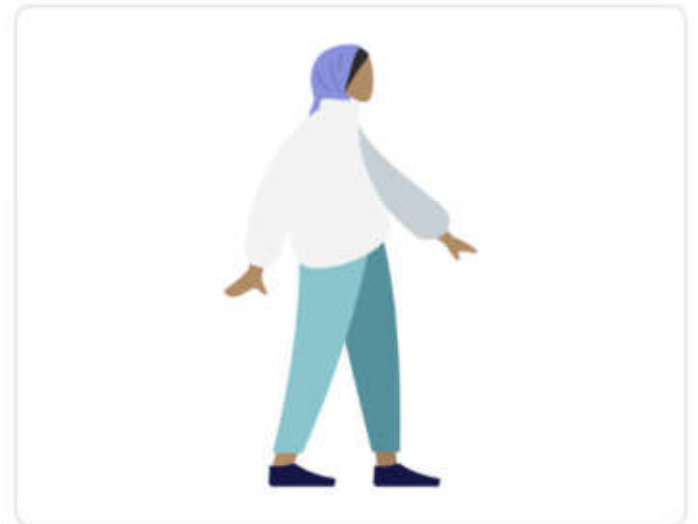
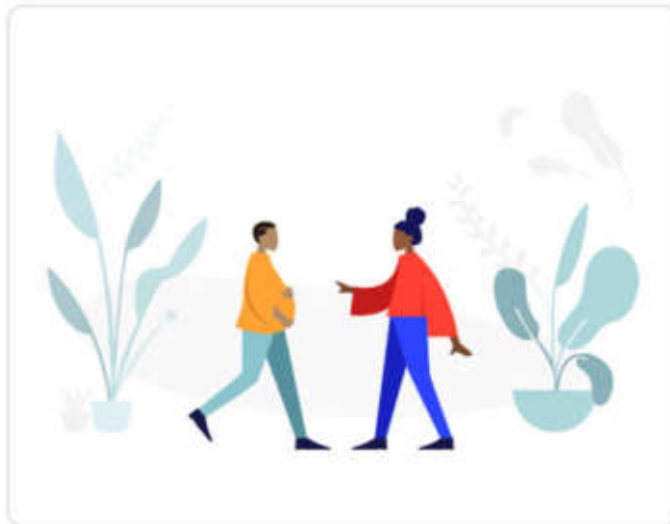
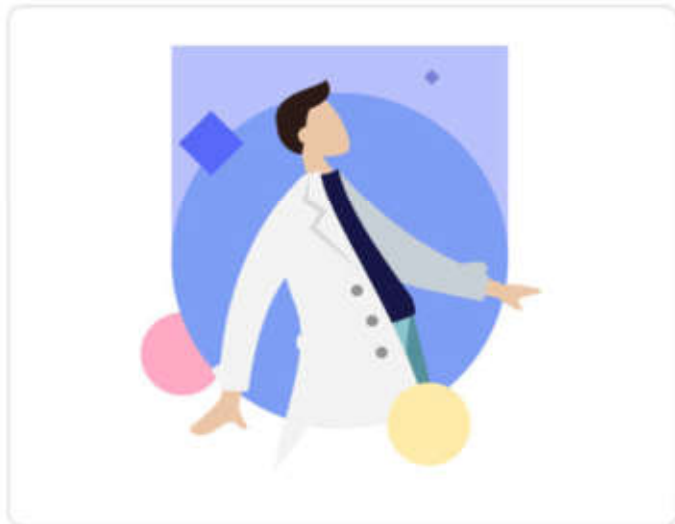
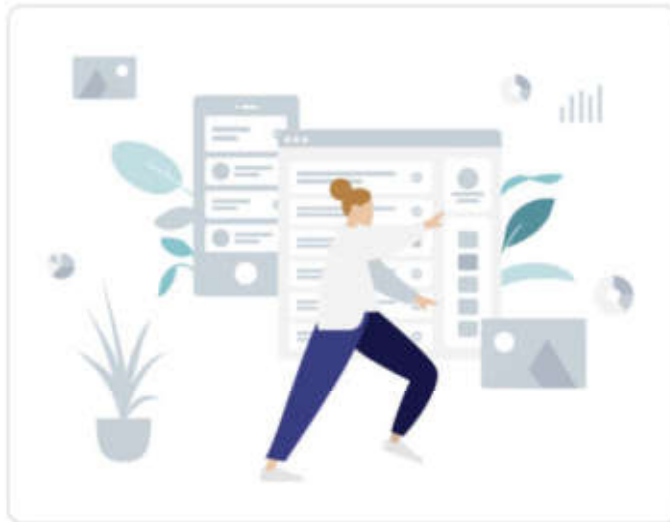
Small PNG

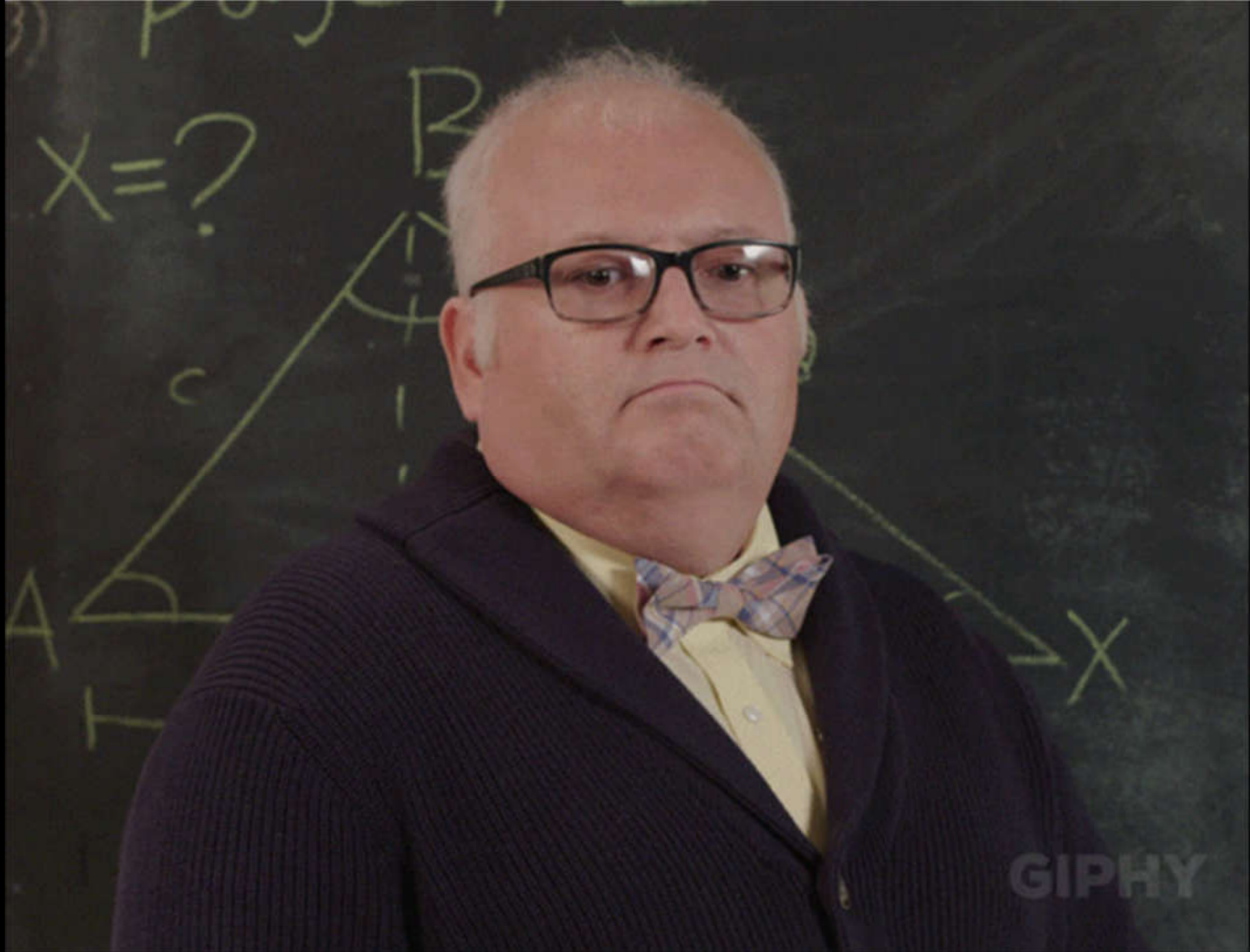
Medium PNG

Large PNG

SVG

## Similar Images

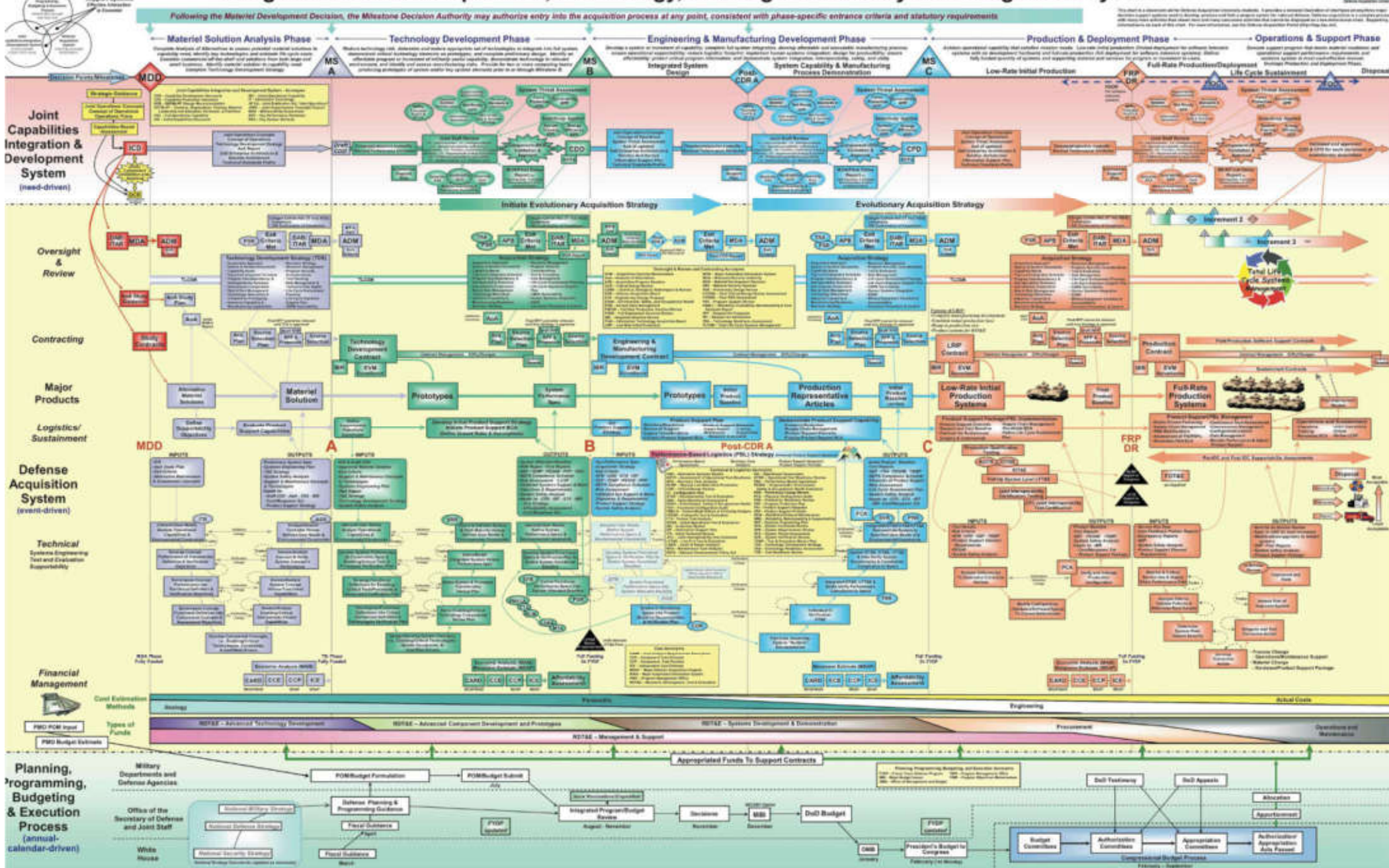




But this is complex!

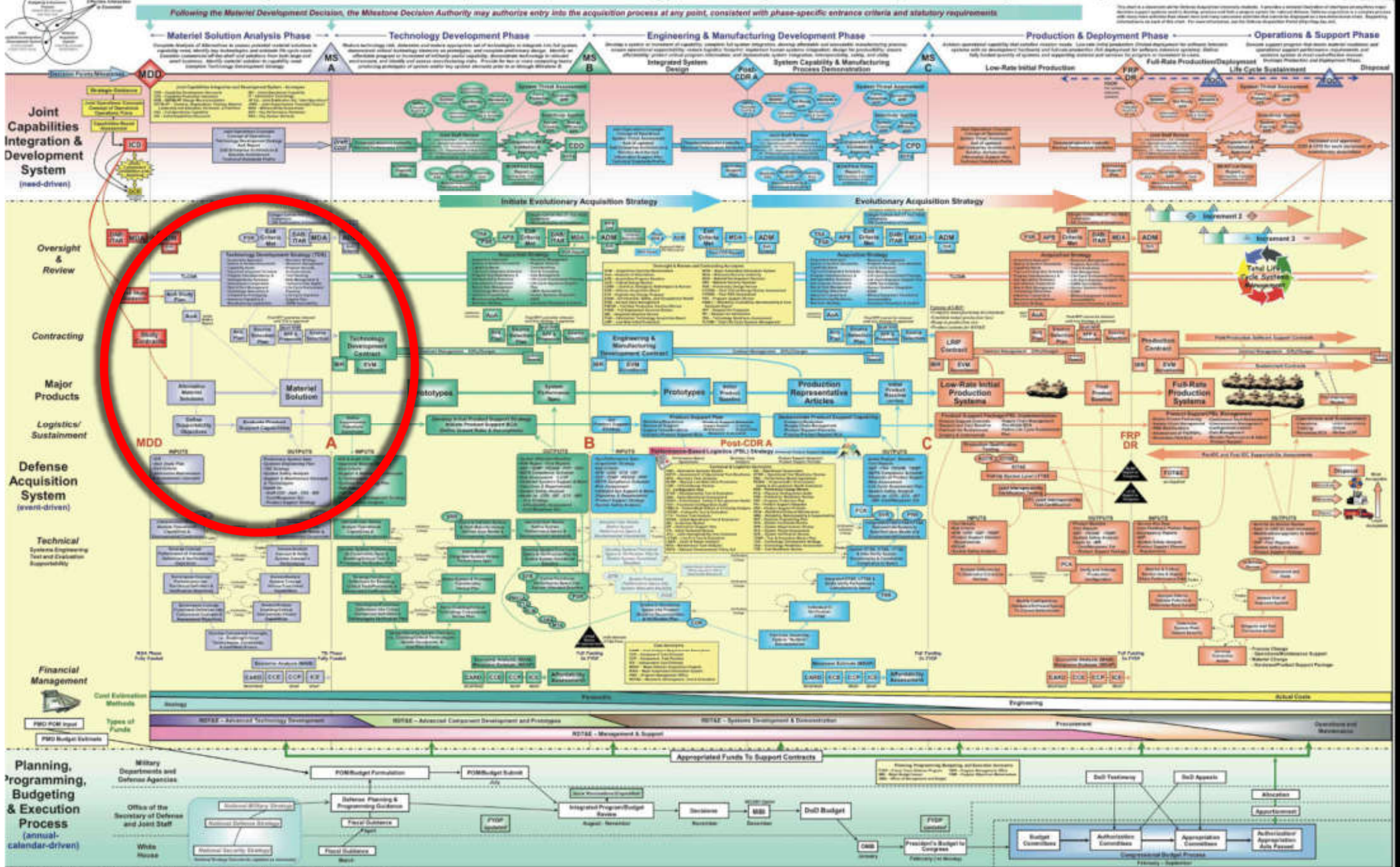


# Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System





# Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System





**Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System**

Following the Materiel Development Decision, the Milestone Decision Authority may authorize entry into the acquisition process at any point, consistent with phase-specific entrance criteria and statutory requirements.

**Phases and Milestones:**

- Materiel Solution Analysis Phase:** MS A
- Technology Development Phase:** MS B
- Engineering & Manufacturing Development Phase:** MS C
- Production & Deployment Phase:** Low-Rate Initial Production, Full-Rate Production/Deployment
- Operations & Support Phase:** Life Cycle Sustainment, Disposal

**Acquisition Strategies:**

- Initial Evolutionary Acquisition Strategy**
- Evolutionary Acquisition Strategy**
- Post-COR A**
- FRP DR**

**Key Components and Processes:**

- Joint Capabilities Integration & Development System (need-driven)**
- Oversight & Review**
- Contracting**
- Major Products**
- Logistics/Sustainment**
- Defense Acquisition System (event-driven)**
- Technical Systems Engineering**
- Financial Management**
- Planning, Programming, Budgeting & Execution Process (annual-calendar-driven)**

**Cost Estimation Methods:**

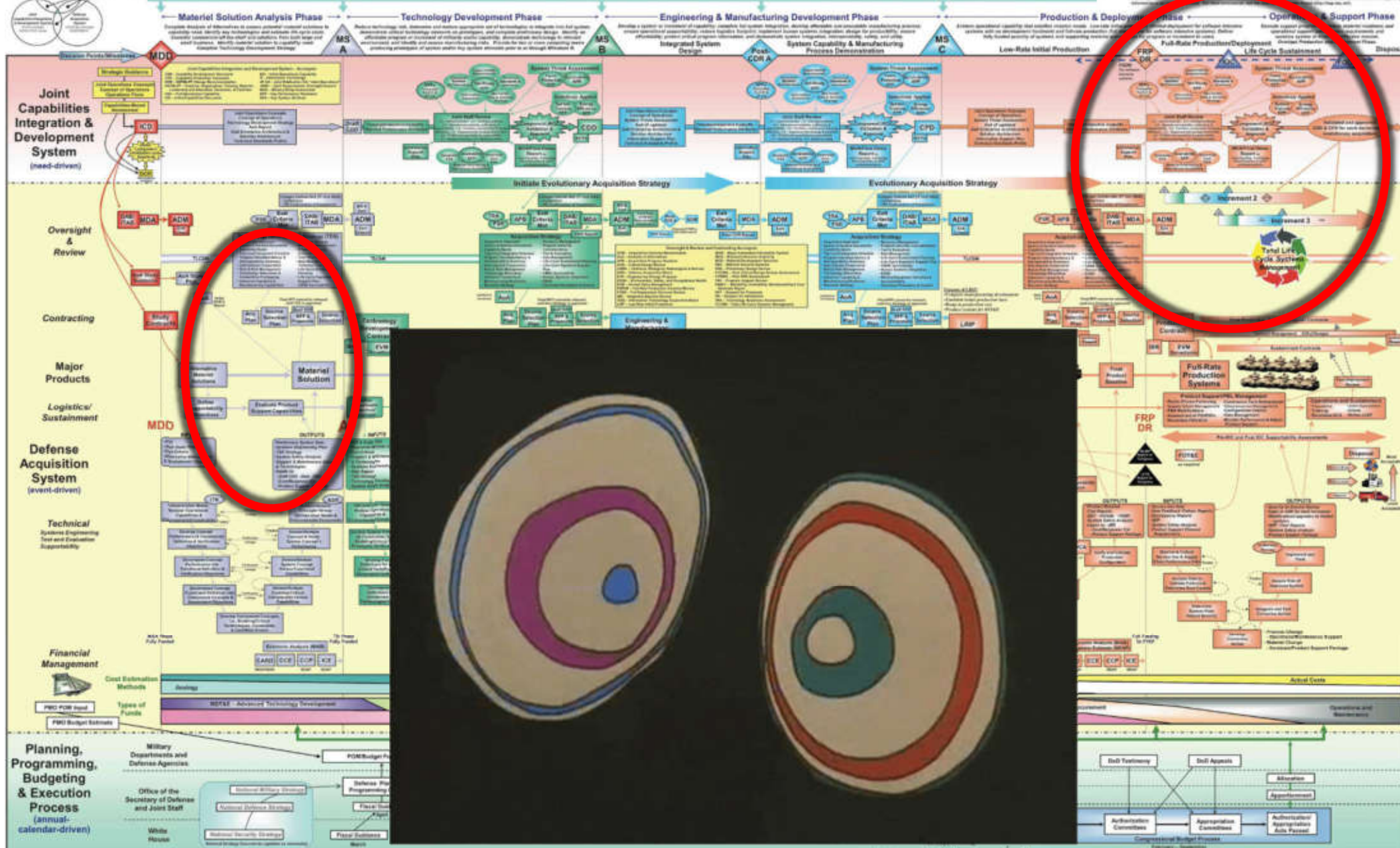
- RTAE - Advanced Technology Development
- RTAE - Advanced Component Development and Prototypes
- RTAE - Systems Development & Subcontractors
- RTAE - Management & Support

**Appropriated Funds To Support Contracts:**

- POM Budget Formulation
- POM Budget Submittal
- Integrated Program/Budget
- Decisions
- WBI
- DoD Budget
- OMB
- President's Budget to Congress
- Budget Committees
- Authorization Committees
- Appropriation Committees
- Appropriation Authorization Act Passed



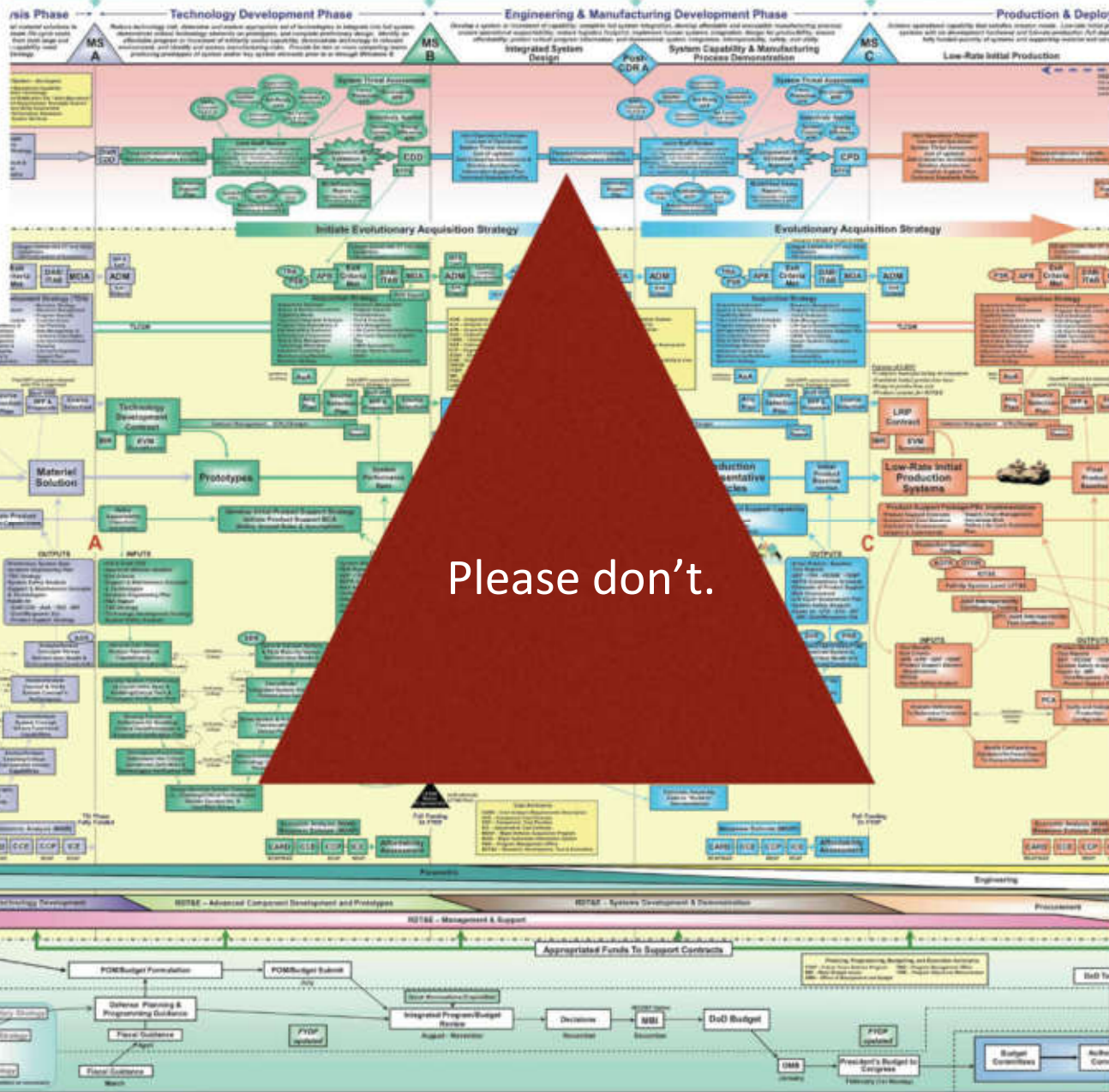
\*This diagram is a simplified and generalized illustration of the process. It does not represent a complete description of the process. The process is a complex and dynamic one, and the diagram is only a simplified representation of the process. The process is a complex and dynamic one, and the diagram is only a simplified representation of the process.



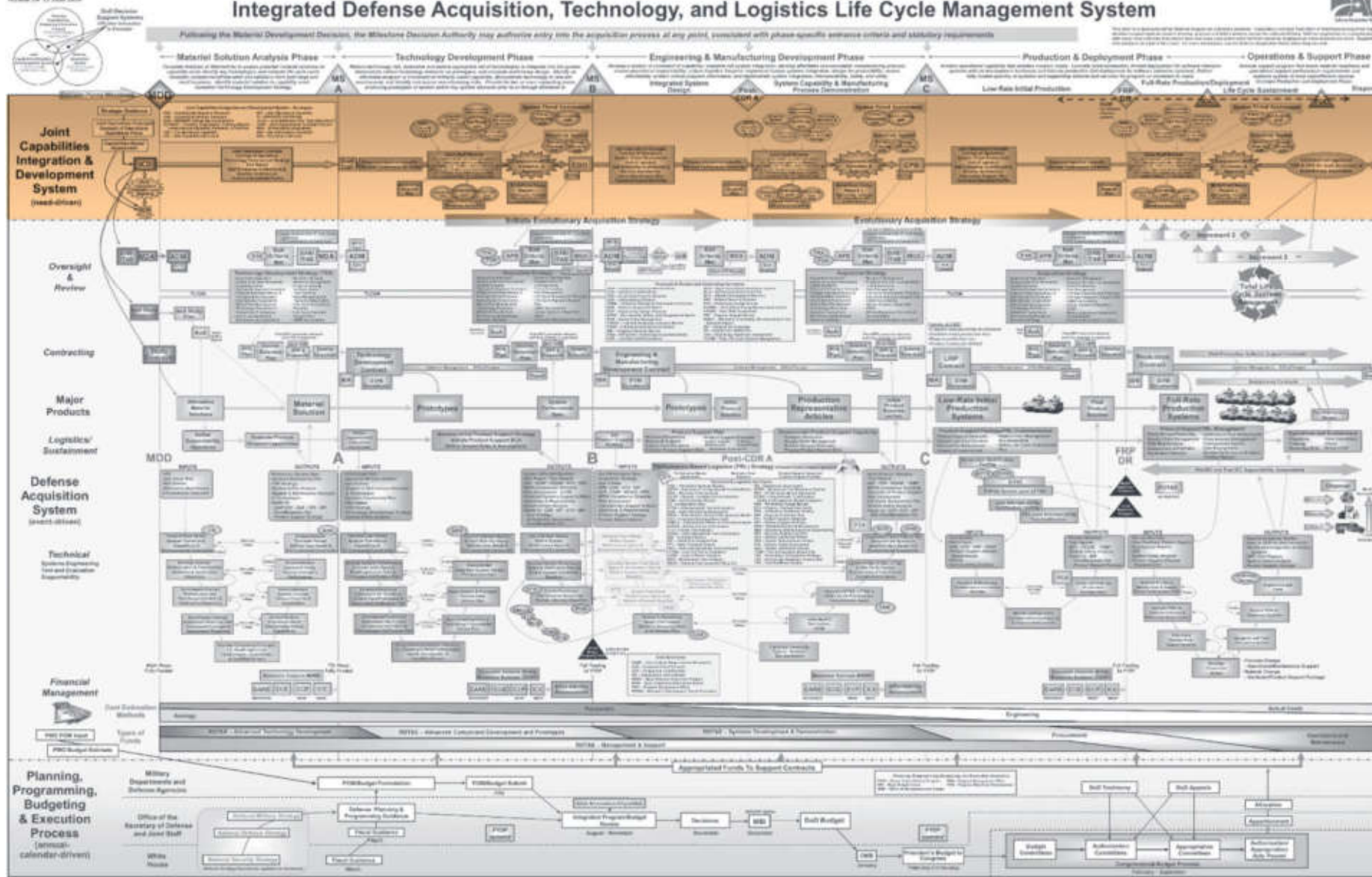


# Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System

Equipment Decision, the Milestone Decision Authority may authorize entry into the acquisition process at any point, consistent with phase-specific entrance criteria and statutory requirements

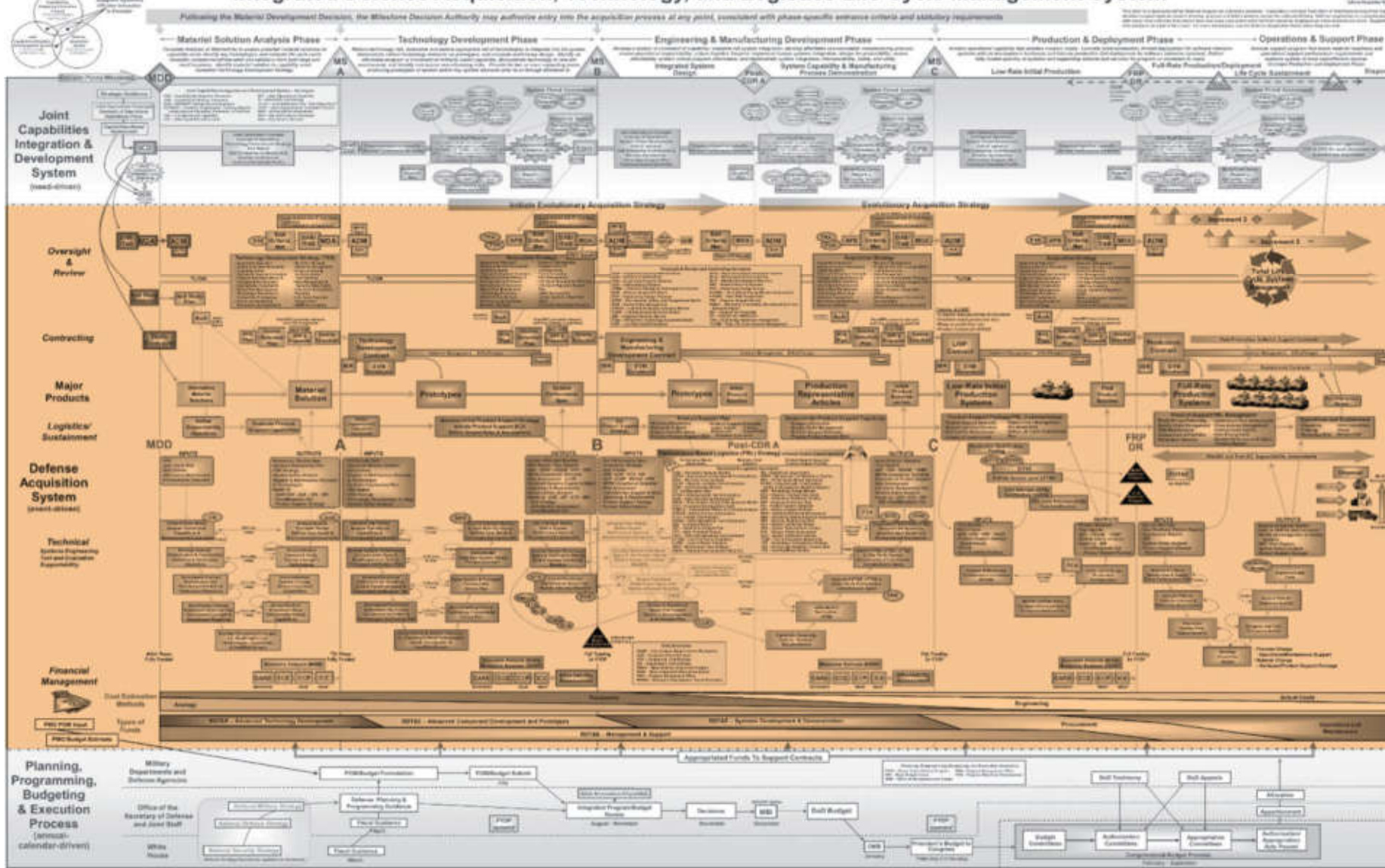


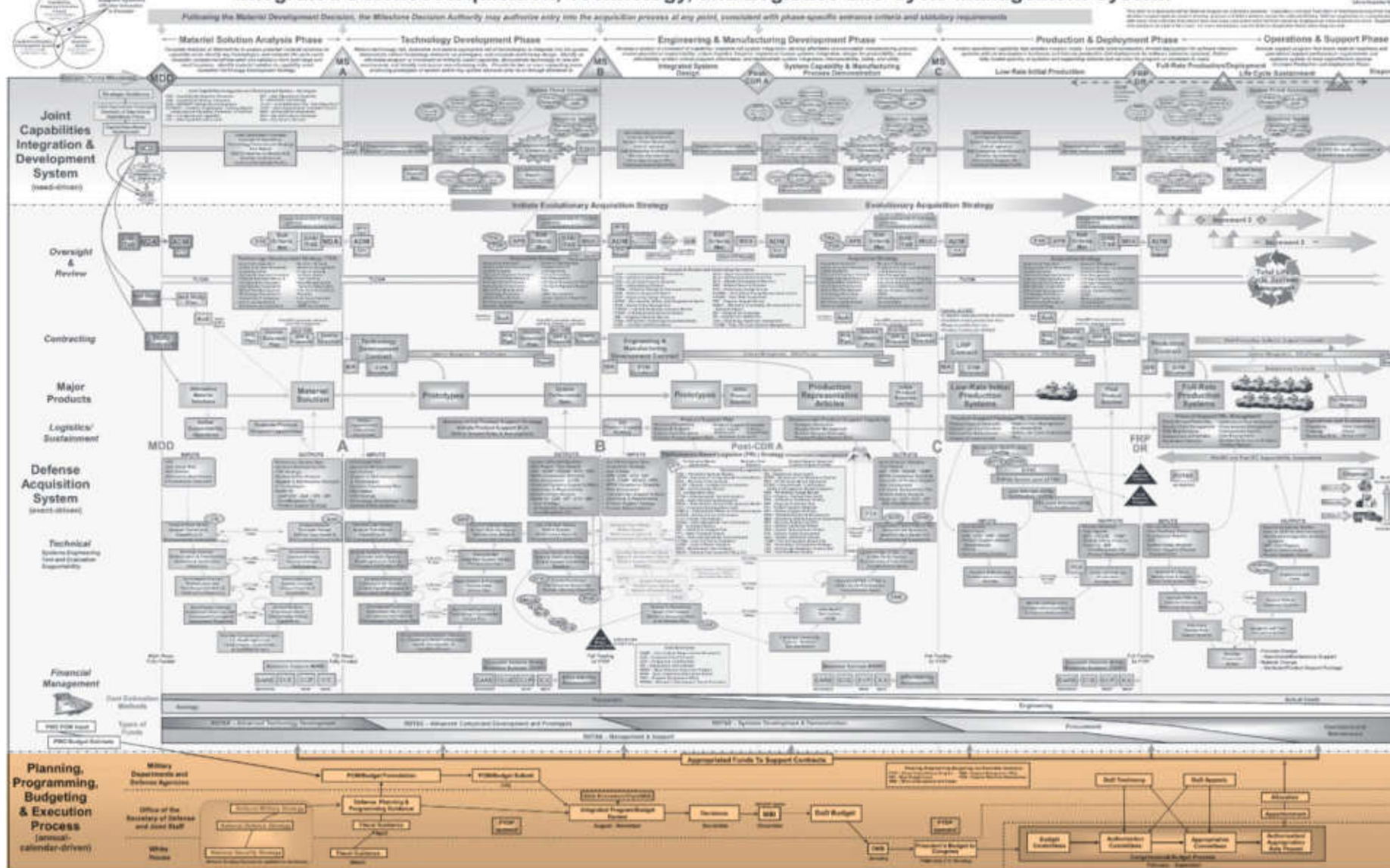
Please don't.



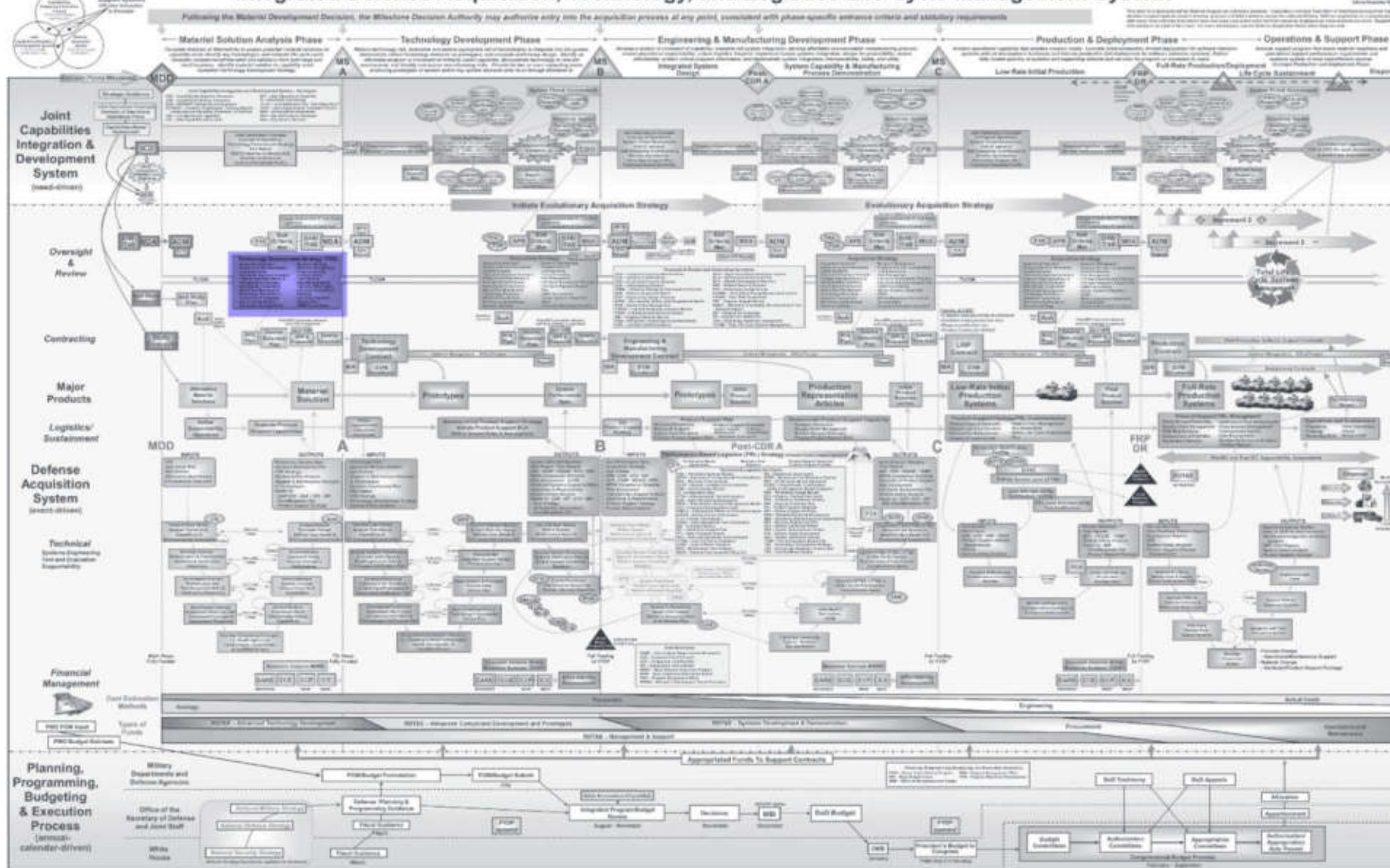


# Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System



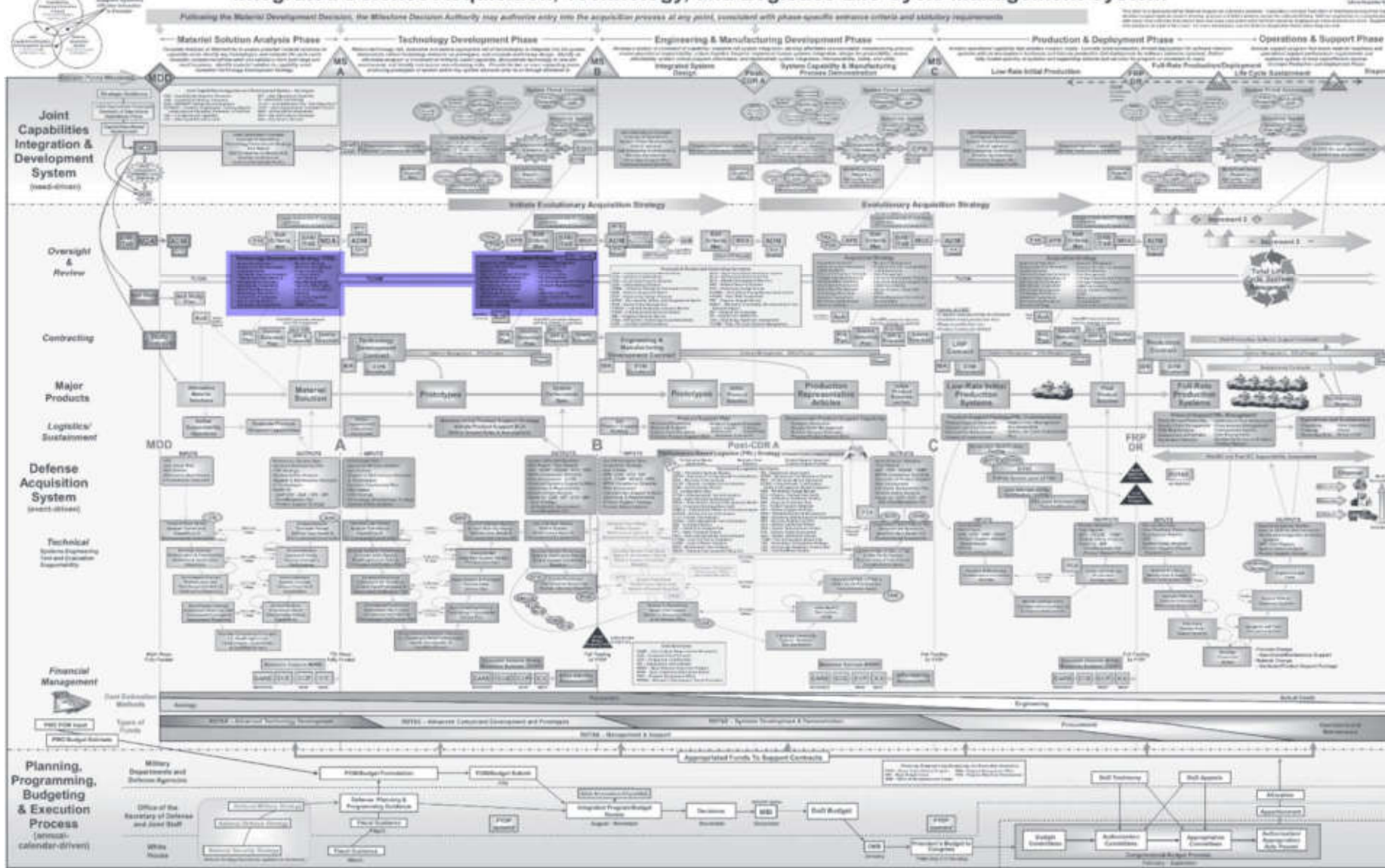


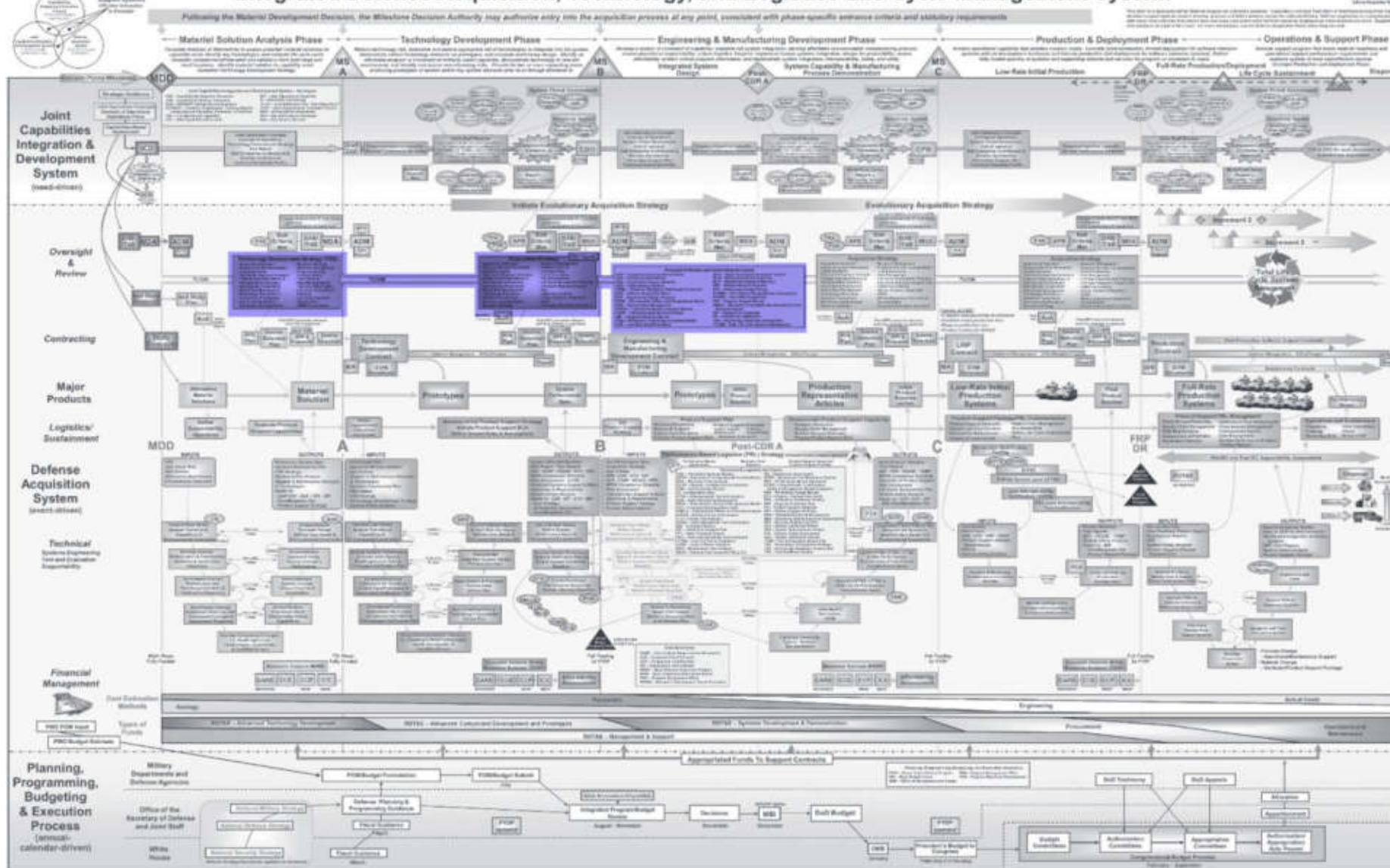






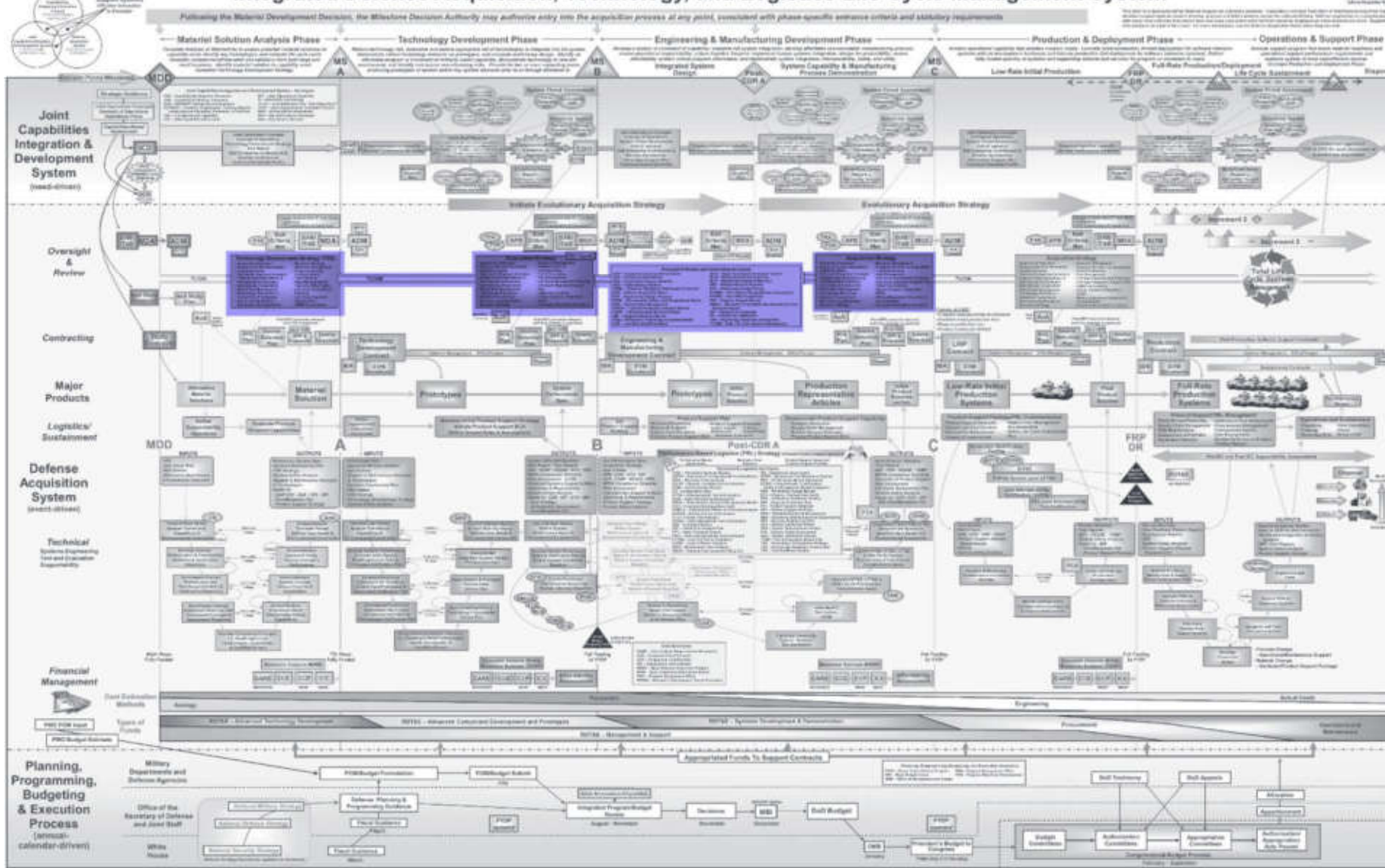
# Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System







# Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System





220110\_HessenIdern\_PitchTraining.pptx - PowerPoint

FILE HOME INSERT DESIGN TRANSITIONS ANIMATIONS SLIDE SHOW REVIEW VIEW

Cut Copy Paste Format Painter New Slide Section Layout Reset Slides Font Paragraph Drawing Editing Find Replace Select

Clipboard Slides Font Paragraph Drawing Editing Find Replace Select

280 Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System

281 Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System

282 Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System

283 Integrated Defense Acquisition, Technology, and Logistics Life Cycle Management System

Click to add notes

SLIDE 282 OF 318 GERMAN (GERMANY) NOTES COMMENTS 60%

An iceberg floating in a blue ocean under a blue sky with scattered white clouds. The iceberg is split horizontally by the water's surface. The small, jagged peak above the surface is labeled 'SOM'. The much larger, submerged portion below the surface is labeled 'SAM'. At the very bottom, a sharp point of the iceberg is labeled 'TAM'.

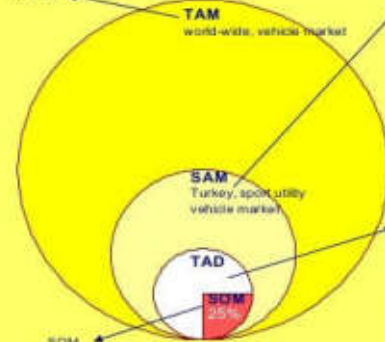
**SOM**

**SAM**

**TAM**

# TAM, SAM, ' SOM

**TAM**  
Total Available Market is the complete universe of all customers. This is the market you can grow into in time.



**SAM**  
Served Available Market is the portion (segment) of TAM that you decide to sell into, at least initially. You do so, because you do not have sufficient resources to sell into TAM, or your product fits this segment only.

Note that SAM can be the same as TAD if you can reach (i.e. your "filter" addresses) everyone in SAM

TAD = SAM X 20% ♦ "A class" people  
X 67% ♦ Car owner  
X 80% ♦ Non-commercial use  
X 30% ♦ Reads magazines  
= SAM X 0.032 %

**SOM**  
Share of Market (SOM) commonly known as "market-share" is the portion of TAD you will own. This is meaningful when a time is specified together with the percentage such as 25%, within 1<sup>st</sup> year....

**Total Addressable Market (TAD)** is the portion of the SAM that your product/service can address. Start with the definition (key characteristics - so you can sort a mailing list using these characteristics to develop an address list) of your target customers and estimate the portion (percent) of such customers in the SAM. These key characteristics are like a filter that will let through only those who are qualified to be your customers.





## MARKET SIZE

---



**TRIPS BOOKED (WORLDWIDE)**  
Total Available Market



**BUDGET & ONLINE TRIPS**  
Serviceable Available Market



**TRIPS W/AB&B**  
Market Share

## MARKET SIZE

---



**TRIPS BOOKED (WORLDWIDE)**  
Total Available Market



**BUDGET & ONLINE TRIPS**  
Serviceable Available Market



**TRIPS W/AB&B**  
Market Share



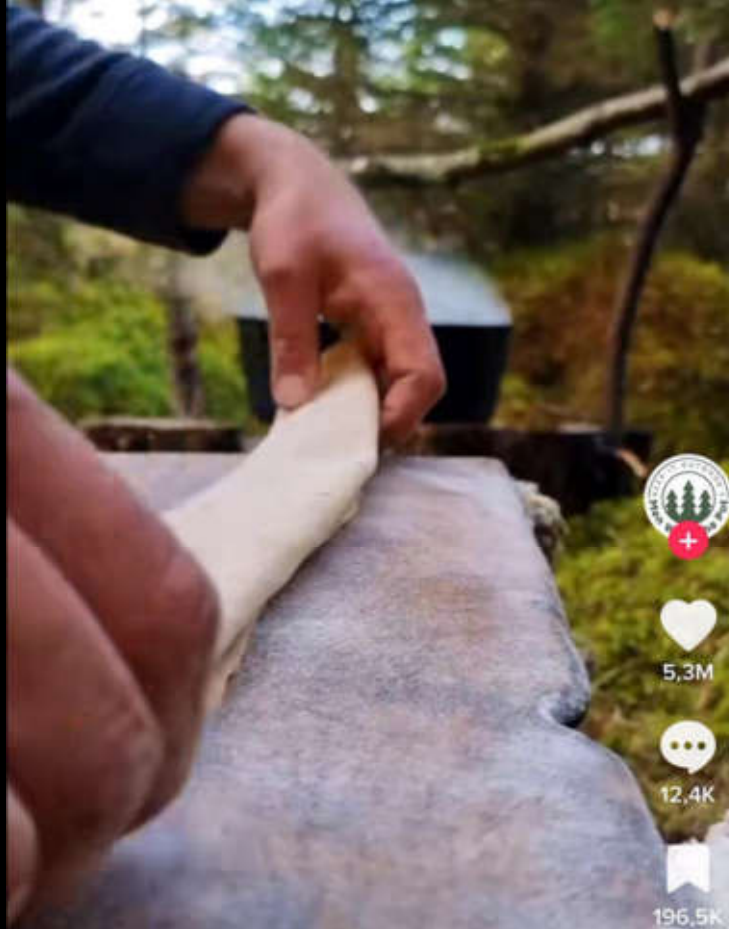
**...When in you don't have  
pictures / video yet...**



21:40

< Cooking ASMR

menwiththepot



5,3M



12,4K



196,5K



44,2K



menwiththepot · 5-19

Carbonara on Steroids 🤪 #menwiththepot  
#foodporn #asmr #fyp #for... Mehr anzeigen

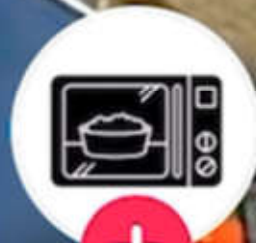
Übersetzung anzeigen

🎵 Originalton - menwiththepot

Kommentar hinzufügen ...







743,4K



5963

**How sandwiches are  
made .**



Speaking

A close-up photograph of a person's hands, likely a chef, using a large, sharp knife to slice a green cucumber on a dark wooden cutting board. The person is wearing a silver ring on their left ring finger. Several thin, round slices of cucumber are already on the board. The background is blurred, showing a kitchen setting with warm lighting. The text "Precision is king." is overlaid in white, bold, sans-serif font at the bottom of the image.

**Precision is king.**



**Spoken Word Precision.**





Don't just talk along your slides...

What shows the slide?

What do I say?





Write.  
A.  
Script.

capped by an almost perfectly symmetrical  
cano. The ceaseless beat of minute waves  
the rocks I sit on, make me incessantly  
every and <sup>relaxed</sup> I saw my dreams today...  
ling hills, covered with small yellow  
flowers, cut off abruptly, as cliffs in  
the sea. I am in awe. Looking off  
to the distance... snow capped mountains  
to the sky, beautifully ~~rolling~~ <sup>but</sup> smoothly  
formed clouds. Vaguely appearing like  
condensation in ~~the air~~ flight. The sun  
is still out, and is beginning to set. The  
snow on the Orosno Volcano turns orange, and  
so does the sky on the opposite horizon. As  
I walk back through the Plaza, I see that  
this must be the hang-out area for the  
young people at night. At the same time it  
is where the older generation takes its walks.  
Interesting and unusual combination. <sup>P</sup> That







Write a script.  
Which second?  
Which slide?



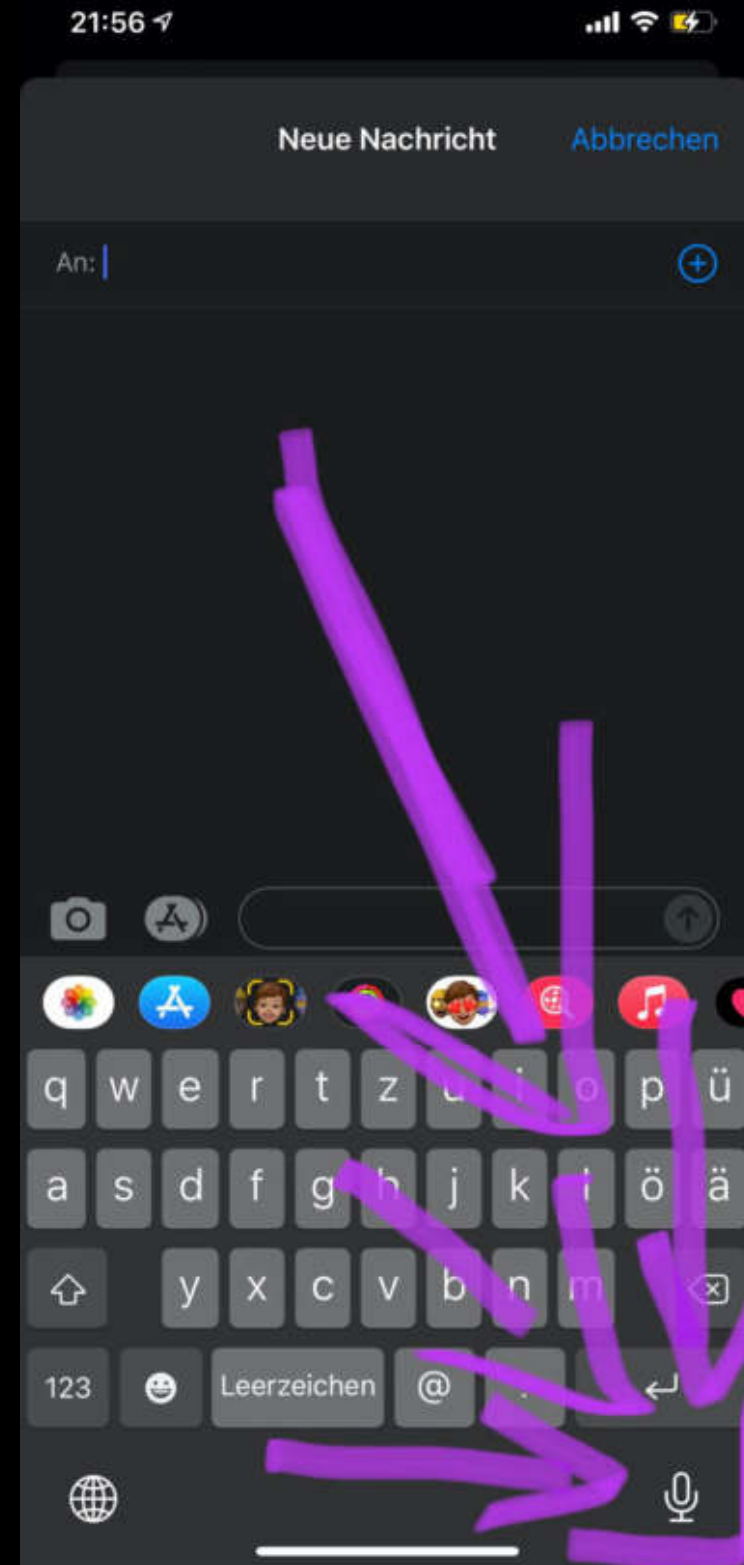
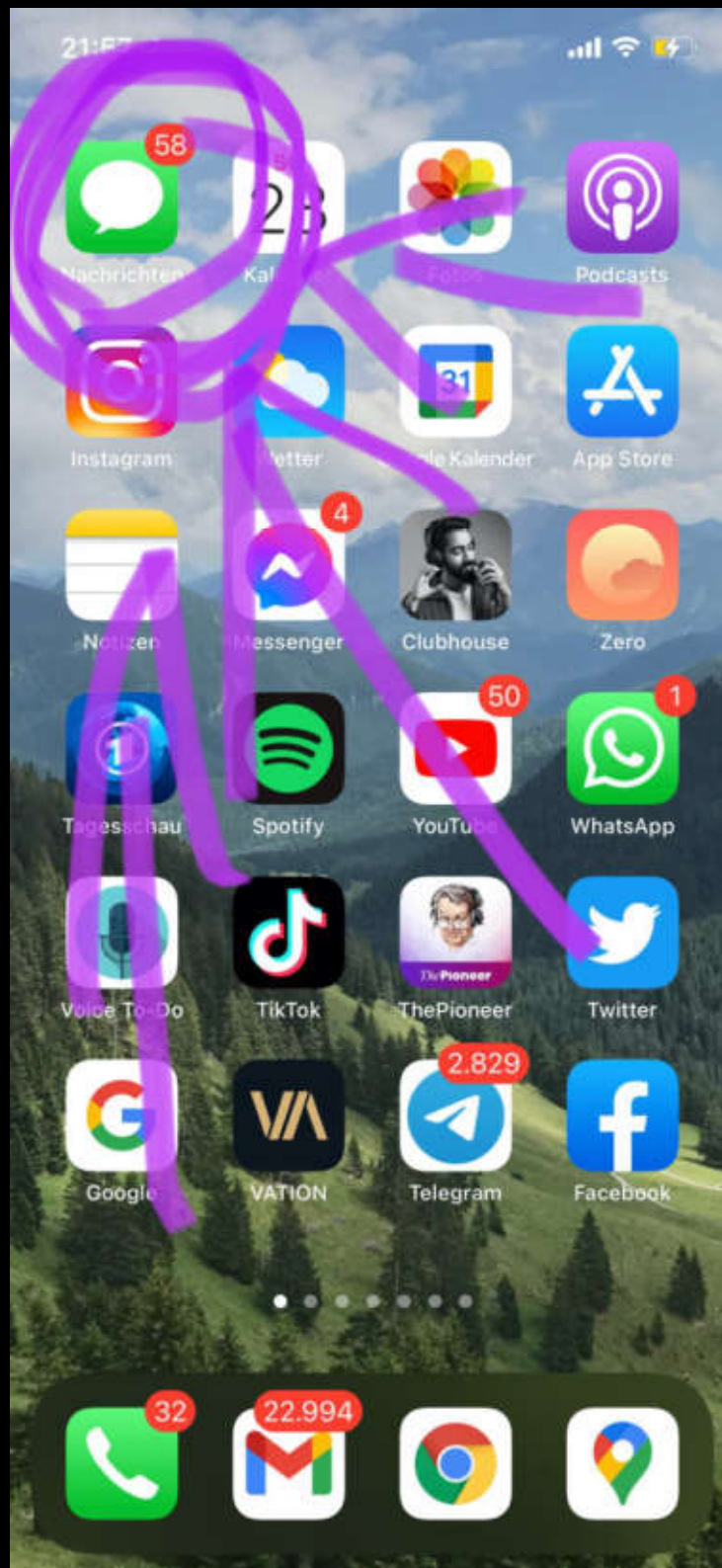
Write.  
A.  
Script.

topped by an almost perfectly symmetrical  
cano. The ceaseless beat of minute waves  
the rocks I sit on, make me incessantly  
every and <sup>relaxed</sup> I saw my dreams today...  
ling hills, covered with small yellow  
flowers, cut off abruptly, as cliffs in  
the sea. I am in awe. Looking off  
to the distance... snow-capped mountains  
to the sky, beautifully ~~rolling~~ <sup>but</sup> smoothly  
formed clouds. Vaguely appearing like  
condensation in ~~the air~~ flight. The sun  
is still out, and is beginning to set. The  
snow on the Orosno Volcano turns orange, and  
so does the sky on the opposite horizon. As  
I walk back through the Plaza, I see that  
this must be the hang-out area for the  
young people at night. At the same time it  
is where the older generation takes its walks.  
Interesting and unusual combination. <sup>P</sup> That

~~Write.~~  
~~Speak.~~  
A.  
~~Script.~~



Write.  
Speak.  
A.  
Script.







And THEN you edit it.



## Parrot Teleprompter

ParrotTeleprompter Fotografie

USK ab 0 Jahren

⚠ Du hast keine Geräte.

🔖 Zur Wunschliste hinzufügen

# **PART 2**

## **Slide Design**





# **PART 3**

## **Delivery**





**Between people there is  
one currency:**

**Credibility.**



**Welcome to the default setting:**





# Pitch = to be judged.



You

Jury/Audience

# Pitch = to be judged.



You

Jury/Audience

# Pitch = to be judged.

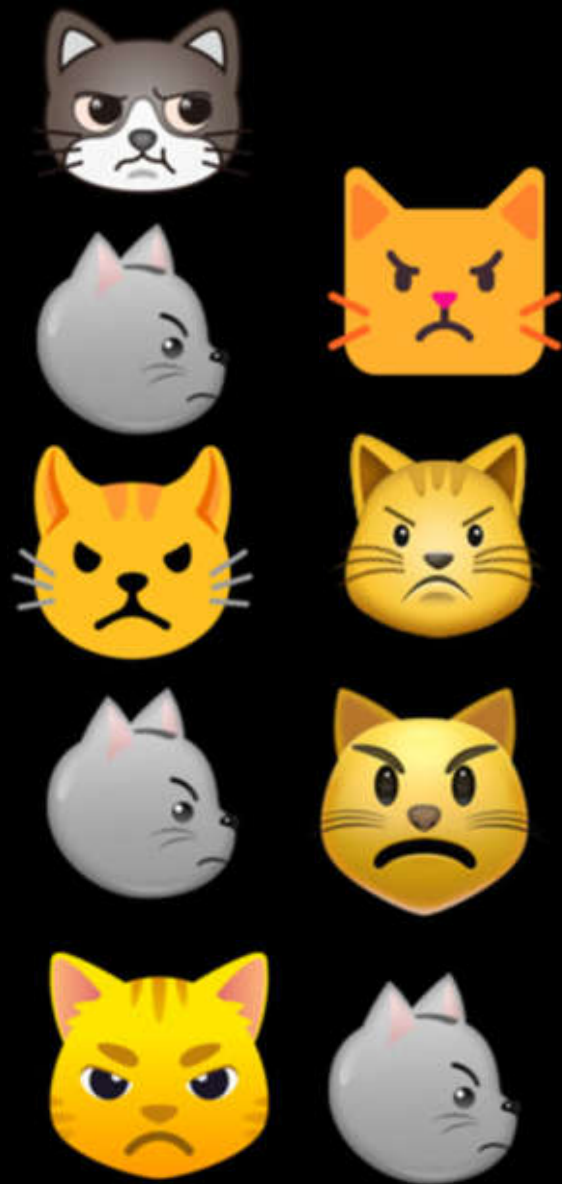


You

Jury/Audience



**Pitch = to be judged.**



**Jury/Audience**



**You**

# Let's talk about fear.



# Let's talk about





# PITCH



# PITCH



# PITCH





**PITCH. DON'T.  
KILL. MY. VIBE.**

# VIBE //



**Let's talk attitude.**





**Don't prove  
your academic  
degree in a pitch.**



Biggest enemy: Being too LOW KEY.

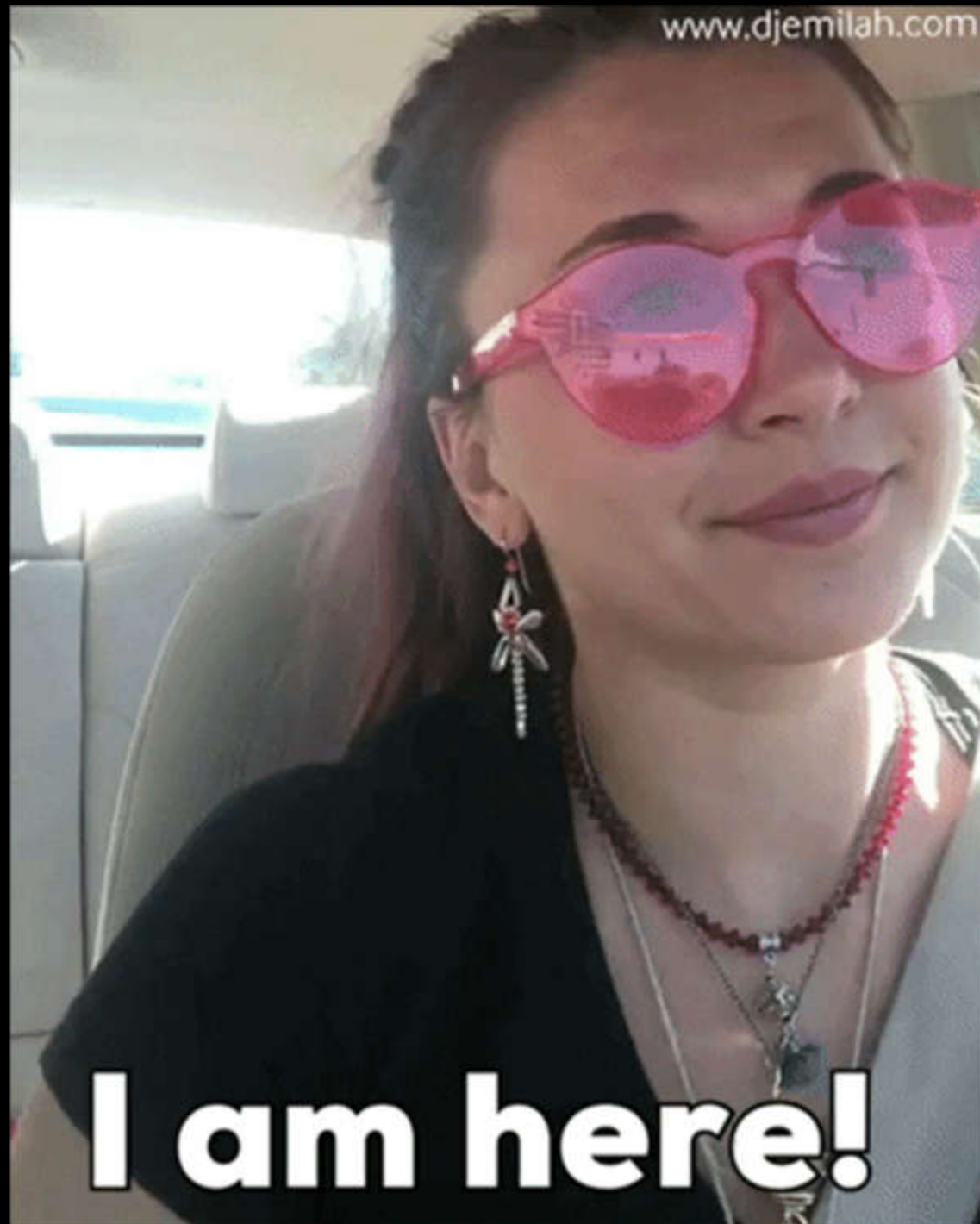






Being cool is opposite of being  
present.





**I am here!**

# Surviving Zero Feedback.



photo by







Affichage

Rédane

Apollonie

Ethan

Adam

Inès

Ewen

louis

Charlotte

didoune

Ahmed

Quentin

Pierre

Ludovic

Séréna

wesley

Ernesto

Julien

Bastian

Hugo

timothée

louna

Aïssatou

Lorenzo

Va Va



Muet



Arrêter vidéo



Sécurité



Participants 29



Converser



Partager l'écran



Sondage



Enregistrer

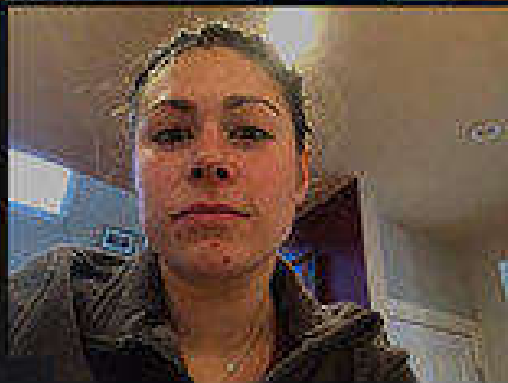
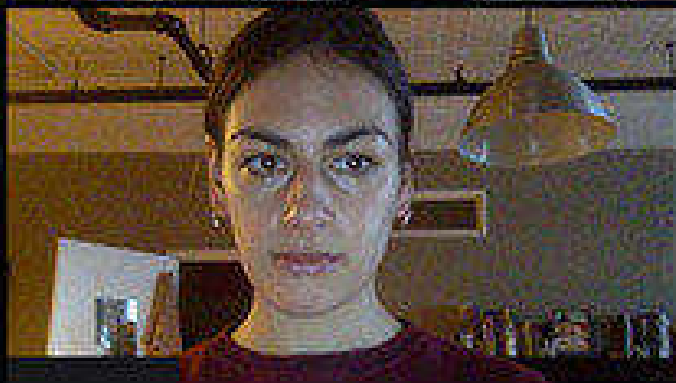
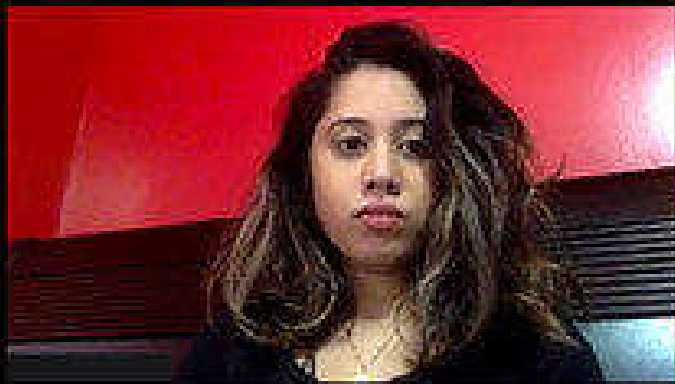


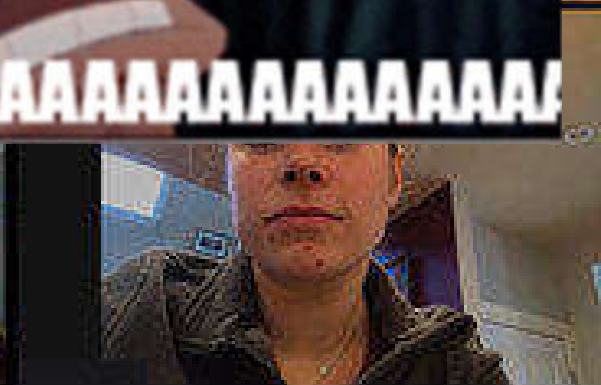
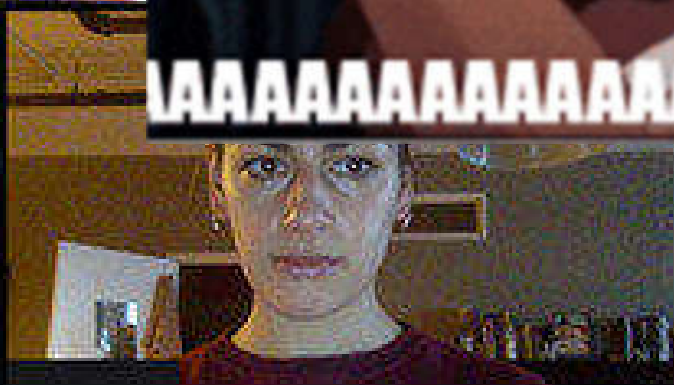
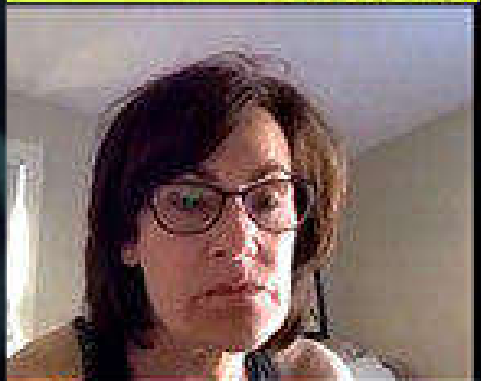
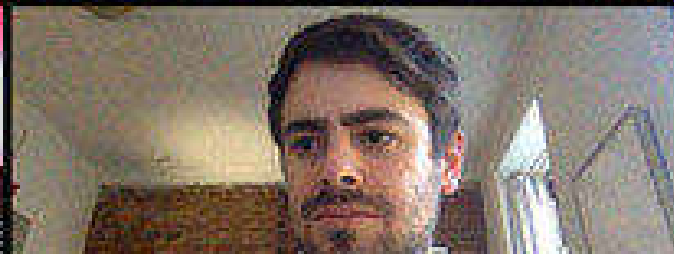
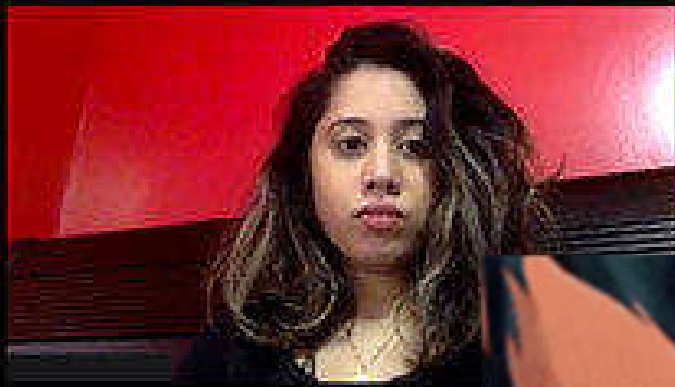
Diviser en groupe



Réactions

Fin









**Just power through...**

**Be. Your. Authentic. Self.**



# The Body is Boss.





A person is performing a yoga tree pose on a wooden pier extending into the ocean. The person is silhouetted against a bright, cloudy sky. In the upper left, a white rectangular sign with a black circle and the number '1' is visible. The pier is made of weathered wooden planks.

1

**Owning your Space,  
physically.**

**Move conscious & bold.**



Love your hands.



**\*You are an instrument.**

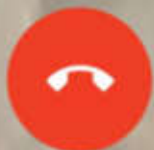


**Body Language is a  
Two-Way-Street.**



**From outside to inside.**

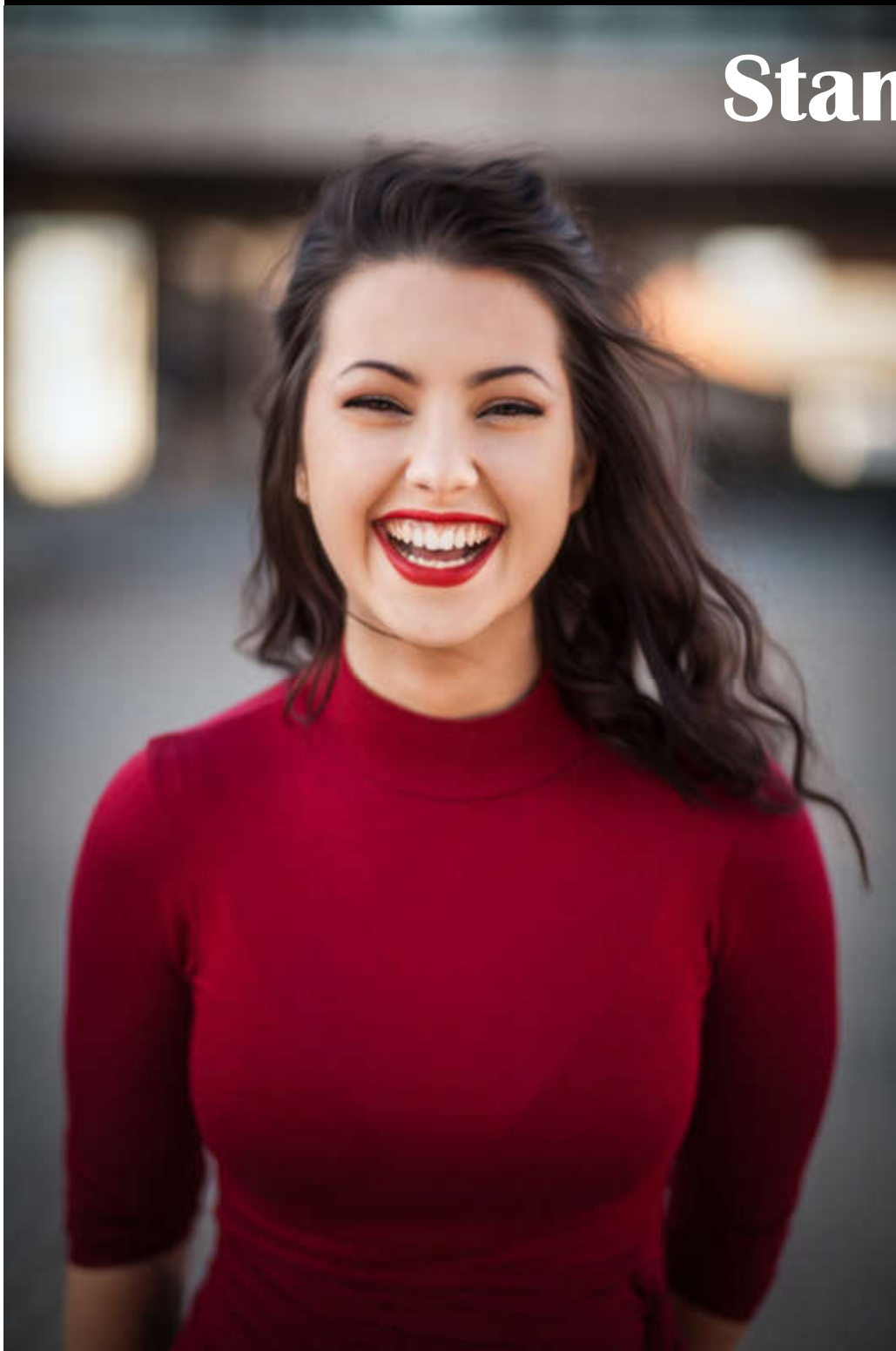








**Stand up.**



# Eye contact.





**No Buzzword-Bingo.**

No Buzzword-Bingo.

Blah Blah Blah

# No Buzzword-Bingo.







**Owning your Space,  
acoustically.**



**Owning your Space,  
acoustically.**

**The voice.**

**„Personality“**

**Latin: „Per Sonare“**

**=**

**Means: „The sound through“**





Voice. Carries. Power.



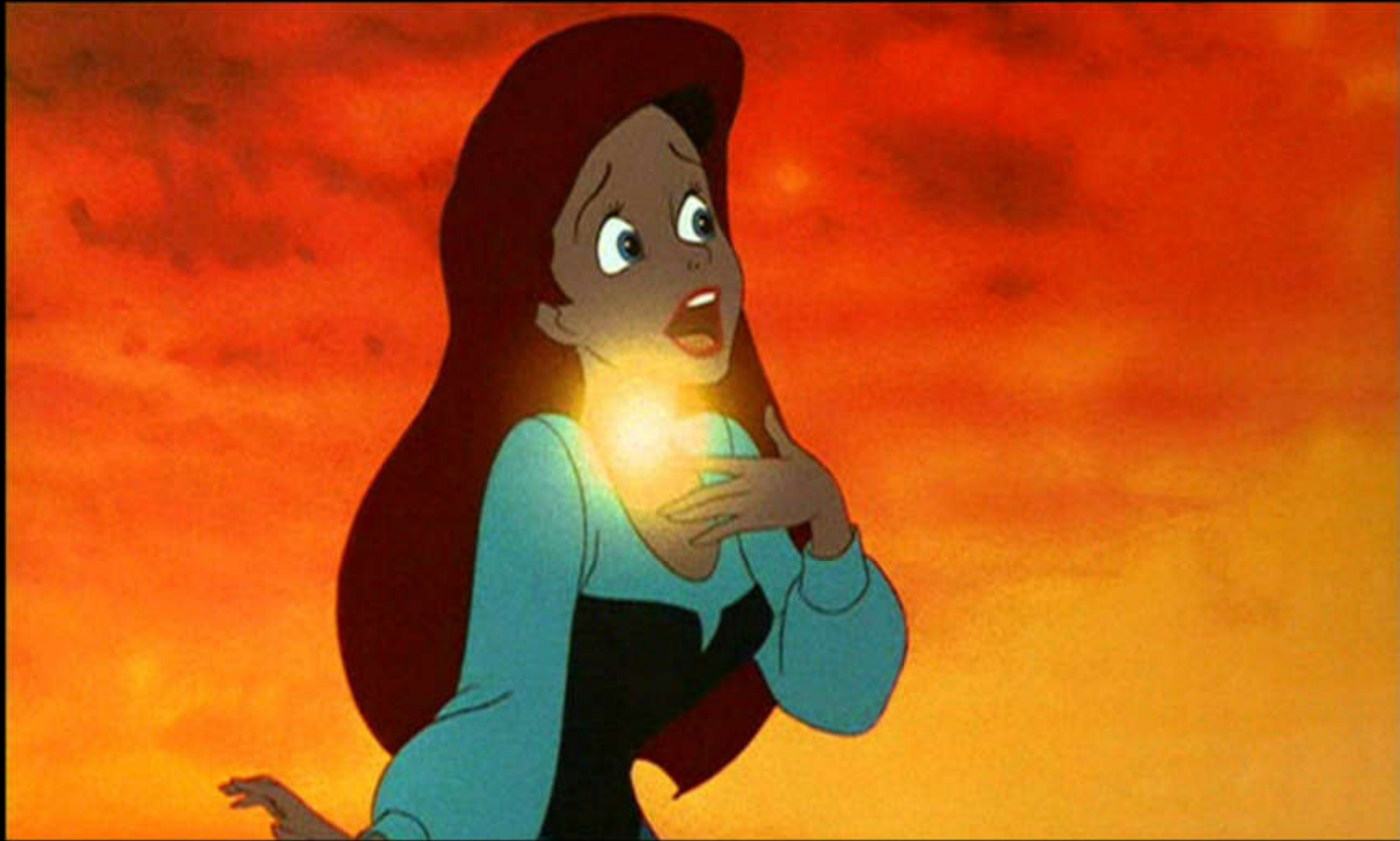
Voice. Carries. Power.

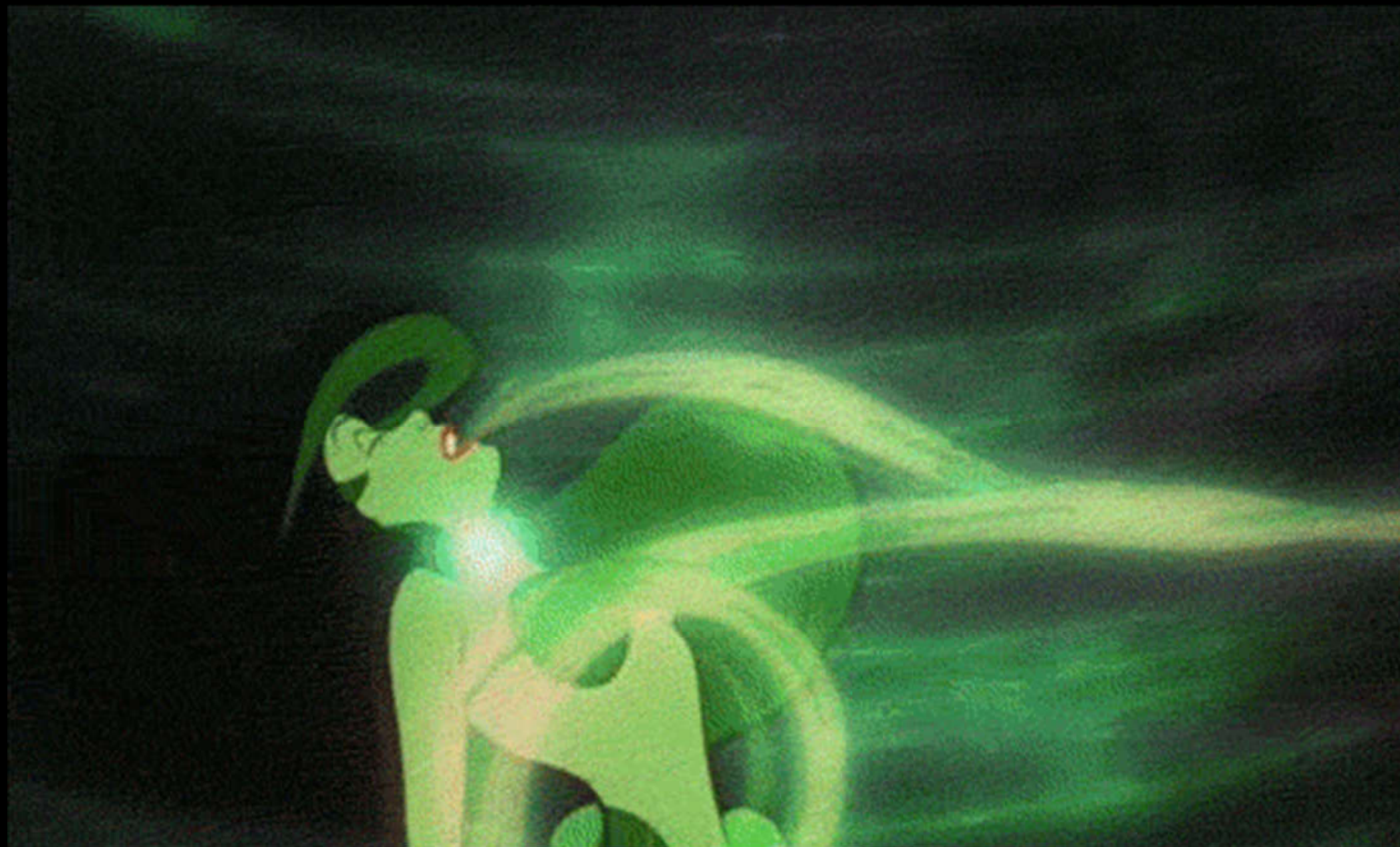


**Authority  
is  
warm**




**Your Voice by design.**







A dimly lit bedroom with a bed and a window with blinds. The bed has white pillows and a white blanket. The window has horizontal blinds. The text "Safe Places. Calm places." is overlaid on the image.

**Safe Places.  
Calm places.**



A dimly lit bedroom with a bed and a window with blinds. The bed has white pillows and a white blanket. The window has horizontal blinds. The text is overlaid on the image.

**Safe Places.  
Calm places.  
(Copy Yourself.)**

**Thoughts&  
Structure&  
Thoughts&  
Structure.**

# Spoken grammar

SAY IT  
MORE  
PRECISELY



# Lorem Ipsum - Blah Blah Blah.

*Lorem Ipsum, bla bla bla, bla bla ba bla. Bla bla.*

Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla. Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla.

Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla. Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla.

**„Lorem bla, bla, Lorem Ipsum blah!“**

Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla. Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla.

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# Lorem Ipsum - Blah Blah Blah.

*Lorem Ipsum, bla bla bla, bla bla ba bla. Bla bla.*

Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla. Lorem ipsum, lorem ipsum lorem ipsum bla bla bla bla more text bla bla bla bla blah, lorem ipsum lorem ipsum lorem ipsum bla bla bla bla bla.

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3

Owning your Space, spatially.





**Contextualize your movement  
to your meaning.**

# Contextualize your SOUND to your meaning.

Qummy is a solution that allows you to create a meal **like in a cafe**, but **without** cooking.

Our ARR \$ 1.5M and we have year of year growth is **6 times that**.

Our clients are 3 companies from fortune 500 and one of **top 6 instant delivery services in the world**.



**Inspire your audiences evaluation acoustically.**



**Last  
To do's  
and  
not-to do's**



**The  
Cute-ness  
trap.**



NEVER APOLOGIZE FOR BEING  
**DOPE**





Don't speak to fast.

**Don't use only one  
tone of voice.**



**Don't just smile all the bloody time.**





F\*\*\* these Fillerwords.



„Let me quickly walk you through that...”

„Let me steal 2 minutes“

„Kind of like...”

„Ahhhh....“

„Eeerrmm...”



Silence  
is  
better  
THAN  
BullshiT











How to  
own pauses.



@LateNightSeth





„Such an honor to speak today...”

„Thank you for having me...”

„Thank you for taking the time...”

„Thank You! Thank you! Thank you!”



**We're not worthy**

Meet me at eye-level <3





Hard questions aren't offense.



# **PART 3**

## **Delivery**



**International Startup ecosystem is SMALL.**





**.....Who are you again“?**



**.....who is this“?**



# Number one KPI

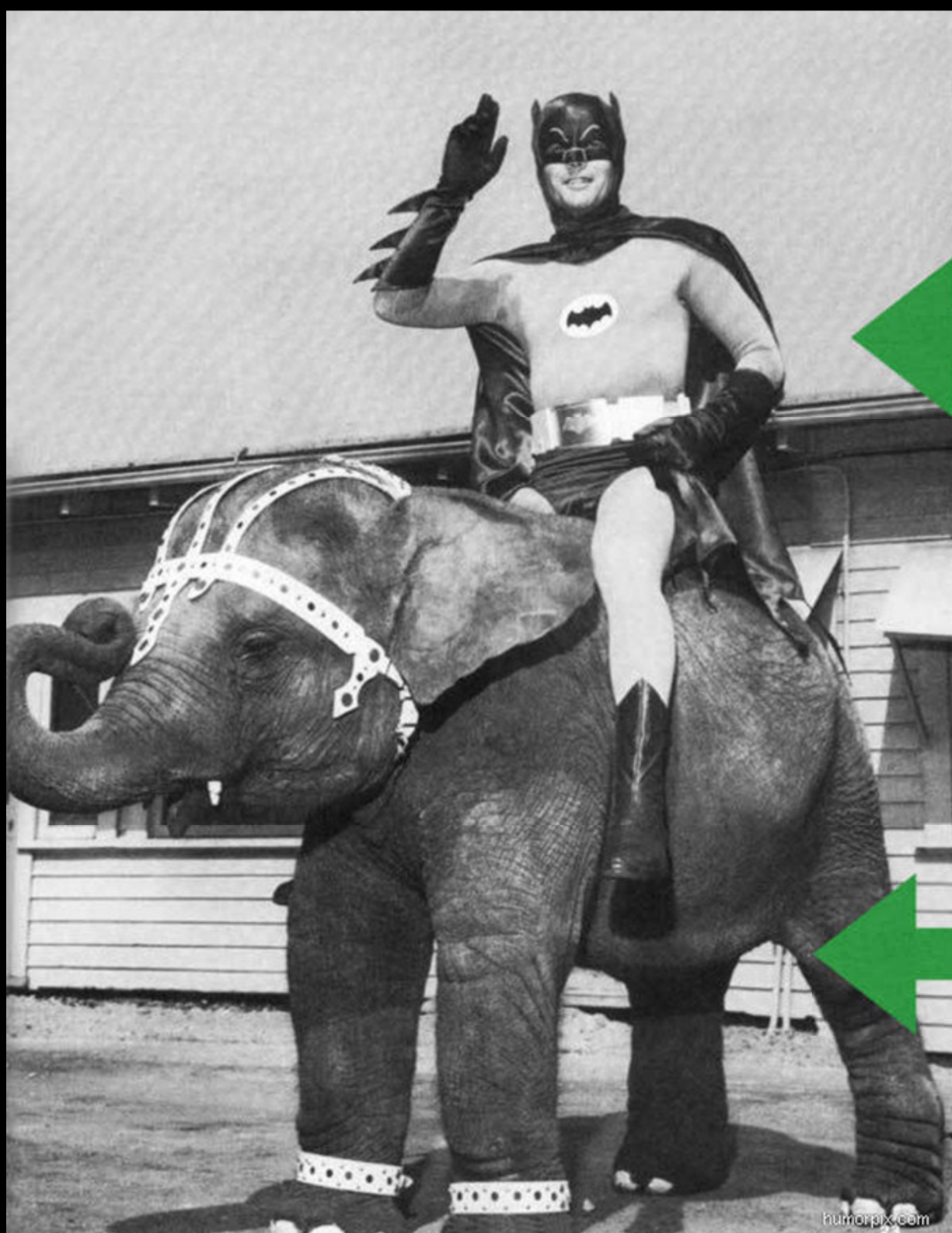


*I remember you.*

That's a lot.  
(But you can do it!)







Du.

Dein Pitch.

\*You are Batman.



OHMAGIF.COM

# TEMPS NOW

FOX 5 WEATHER TEAM



64°

64°

68°

70°

67°

64°

69°

64°

7

68°

64°

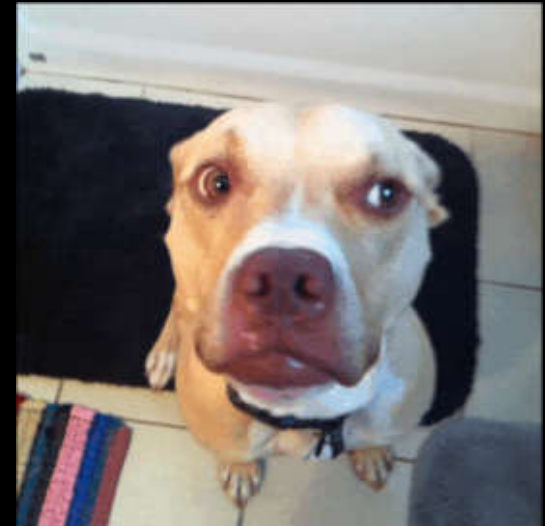
70°



my FOXdc.com



**PS: Don't overdo on Gifs.**





Thank you for listening.

Now- to Any questions?







Elevator Pitchathon.

Listener:  
So, what are you doing?



# Elevator Pitchathon.

Listener:

So, what are you doing?

Pitcher:

We are doing ..." (60 sec)





Listener:  
So, what are you doing?

Pitcher:  
We are doing ...”(60 sec)

Bianca:  
Stop. Feedback!



Listener:

"So, what are you doing?"

Pitcher:

"We are doing ..." (60 sec)

Bianca:

"Stop. Feedback!"

Listener:

"So, what I understood..."  
(60 sec)



Listener:

"So, what are you doing?"

Pitcher:

"We are doing ..." (60 sec)

Bianca:

"Stop. Feedback!"

Listener:

"So, what I understood..."  
(60 sec)

Pitcher:

Listens. Takes notes.





Listener:

"So, what are you doing?"

Pitcher:

"We are doing ..." (60 sec)

Bianca:

"Stop. Feedback!"

Listener:

"So, what I understood..."  
(60 sec)

Pitcher:

Listens. Takes notes.



Bianca:

"Stop. Next Partner!"



# Next. Repeat.