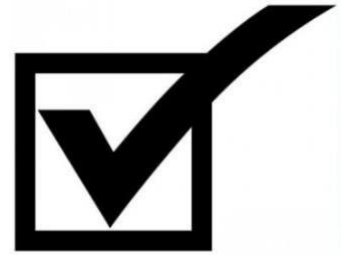




**BUSINESS
PROFESSIONALS**
of **AMERICA**
Giving Purpose to Potential



Entrepreneurship

(505)

REGIONAL 2025

Topic

Develop an operating plan and organizational structure to initiate a small business. Competitors are to assume they are presenting/pitching their business plan to potential investors with the objective of securing financing for their business venture.

Judging Procedure

- As a team of judges, formulate two to three questions to ask at the conclusion of the presentation. Be sure to ask the same questions of each team.
- Teams will present before a panel of judges and timekeeper.
- The length of set-up will be no more than three (3) minutes.
- The length of the presentation will be no more than seven (7) minutes; followed by judges' questions not to exceed five (5) minutes.
- The presentation will be stopped at seven (7) minutes.
- Excuse teams upon completion of judges' questions.
- **There can be no ties in the top ten (10) teams.** It is the responsibility of the judges to break any ties.
- Administrator will fill out the ranking sheet prior to dismissing the judges.
- If more than one (1) section is necessary, finalists will be determined by selecting an equal number from each section.
- Give administrator all Judges' Scoring Rubrics, Judge Comment Sheets, and contest materials.
- No audience is allowed in the contest room.

Sample Judge Questions

- What inspired you to start this business?
- How many hours do you anticipate working each week as the owner of this business?
- What are your major fixed costs for this business?

Please double-check and verify all scores!