



BUSINESS
PROFESSIONALS
of AMERICA
Giving Purpose to Potential

ENTREPRENEURSHIP

(505)

REGIONAL 2026

PRELIMINARY

Judge Key

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.

GENERAL GUIDELINES

1. **Formulate Questions:** As a team of judges, create two to three questions to ask at the end of each presentation. *Make sure to ask the same questions to every team.* Potential questions are listed below.
2. **Presentation Details:**
 - **Setup Time:** Teams have up to 3 minutes to set up.
 - **Presentation Time:** Contestant presentation lasted no more than ten (10) minutes, followed by up to 5 minutes for judges' questions.
 - **Completion:** Excuse the teams after the judges' questions are finished.
3. **Judging Rules:**
 - **No Ties:** There can be no ties in the top 10 teams. Judges are responsible for breaking any ties.
 - **Ranking:** The administrator will fill out the ranking sheet before dismissing the judges.
 - **Multiple Sections:** If there are multiple sections, finalists will be chosen by selecting an equal number from each section.
 - **Audience:** No audience is allowed in the contest room.

POTENTIAL JUDGE'S QUESTIONS

- What do you consider the most innovative aspect of your project, and how does it address the problem statement?
- Can you describe any challenges you faced during your preparation and how you overcame them?
- If given more time or resources, how would you further improve or expand your solution?

FINAL STEPS

Double-check and verify all scores.