

QVC TV

skill

GOAL: To have students get used to coming up with 3 points quickly as well as interspersing their speeches with personal stories.

SET-UP: Students choose one item from box that teacher brings in with a variety of ‘products’ that the students must sell.

EXERCISE: The class gets 5 minutes to think about their pitch – how they will describe the product, 3 benefits of the product, and at least one personal story that flows naturally with the pitch.

Then students take turns doing a 3 min pitch on their product.

Products could be things like:

 Flipbelt running belt (to hold all your stuff)

 Never-needs-to-be-inflated basketball

 A kindle reader

 Salad dressing container w/built in mixer

 (please stay away from video game type things)

Don’t choose products that required too much demonstration – i.e. rainbow loom – the focus is on the words and the speaker – not a demonstration of the product.

(This exercise works well in the younger classes with food products and kids working in teams of 3-4)