

# Reminder for the elevator pitch

## 1 - The social need

What is it that your organisation tries to change?

What is the problem that your organisation would like to solve?

## 2 - Your solution

How does your organisation try to tackle that need?

How do you solve that problem?

## 3 - The impact

How does the work that you do bring change in the life of the people or the society that you work in?

## 4 - Your Uniqueness

What is unique about your organisation or the solution you provide?

## 5 - The ask

What would you like to ask your target audience?

How do you want the audience to get involved

(with their money, with their time, with their network)?