

Home Features News Series Neighborhoods Focus Companies About Us Subscribe



LENDING

 ECDI HAS LENT OVER \$21 MILLION TO SMALL BUSINESSES IN THE STATE OF OHIO

216.912.5655 WWW.ECDI.ORG

AKRON COLUMBUS CLEVELAND TOLEDO

Innovation & Job News

Pitch contest gives teenagers real-world business experience

DOUGLAS J. GUTH | TUESDAY, OCTOBER 04, 2016



2015 Teen Pitch Tank winner Javon Miller, right

SHARE     

Like 14

[EDUCATION + LEARNING, ENTREPRENEURS + INNOVATORS](#)

[DOWNTOWN](#)

A pitch contest for Cleveland teenagers aims to prove you're never too young to gain real-world business experiences.

Teen Pitch Tank, a program of the Young Entrepreneur Institute (YEI) at University School, invites high school students to produce an elevator pitch on the business, service, nonprofit or product of their choice, with winners receiving a four-year college scholarship and other prizes. The deadline date for entries is Oct. 16.

YEI will narrow the field to 20 finalists, while a panel of judges and a public vote is tasked with cutting that figure to five. Each winner gets a tablet device, \$150 in cash, a year's supply of Coca-Cola beverages, and a scholarship to Cleveland State University's [Ahuja School of Business](#).

Any grade nine - 12 student residing in 21 northeast Ohio counties is contest eligible, notes YEI director Greg Malkin.

Now in its second year, Teen Pitch Tank does not require a business plan or prototype. Merely creating a business pitch teaches critical thinking and public speaking proficiencies students can use for a future job or college interview.



Cleveland Restaurant Week Oct. 1st-15th

Even Jack Sprat and his wife will discover the perfect menu during this celebration. Three course, prix fixe menu. Wine pairings, too!

\$33 Per Person (tax & grat.)

For participating restaurants, menus and real-time reservations visit ClevelandRestaurantWeek.com

*Prices may vary. See the website for details.

Our sponsors: 

GIVE US YOUR EMAIL AND WE WILL GIVE YOU OUR WEEKLY ONLINE MAGAZINE. FAIR?



LENDING

ECDI HAS LENT OVER \$21 MILLION TO SMALL BUSINESSES IN THE STATE OF OHIO

AKRON | COLUMBUS | CLEVELAND | TOLEDO

216.912.5655
WWW.ECDI.ORG



TIMELESS ROCK

the SWEET SPOT

between CLASSIC ROCK & INDIE ROCK

WOW! Cleveland

WOWNOW.COM

GET THE APP 

Related Content

- Made in Cleveland: boobs & belly



In 2008, Courtney Micatrotto was teaching Cleveland moms pre- and post-natal fitness when she noticed a problem -

Pitch contest gives teenagers real-world business experience



Greg Malkin of YEI

"Persuasively presenting an idea in 60 seconds is a life skill," says Malkin. "We provide workshops and curriculum for schools that will help kids put together their elevator pitches."

In general, enthusiasm and a polished presentation make for the best pitches, adds the program director.

"The purpose is to make people curious and then be quiet," Malkin says. "You want people engaging with your idea."

While proposals are only limited to the imagination, an idea must have a realistic application, meaning time machines and other fantastical notions are not accepted.

her pregnant participants were frustrated with the lack of truly comfortable maternity wear options. When the issue started to affect ...

- Update: Heights High renovations on track, clock tower unveiling imminent
- La Villa Hispana: an economic and cultural Latino hub
- Purveyor of hemp denim touts sustainability, eyes pop up locations
- Historic century building in Old Brooklyn soon to house artisanal cheese shop
- CAC grant panel reviews region's newest art projects

"The ideation process is a big part of it," says Malkin. "One student is really into cheeseburgers, so he came up with an idea for a cheeseburger restaurant. We want students to realize they can make a career out of their passion."

In addition to prizes, winners will present their pitches at [Enspire 2016](#), a November conference for entrepreneur educators and program directors. Though not part of the YEI contest, the event is another means to expose students to a competitive business ecosystem. Ultimately, the competition prepares contestants for all manner of employment-related situations, proponents say.

"You never know when you have an opportunity to make a pitch, like at a party and someone asks you about your job," says Malkin. "The contest is readying students for many different situations."



Read more articles by Douglas J. Guth.

Douglas J. Guth is a Cleveland Heights-based freelance writer and journalist. In addition to Fresh Water, his work has been published by Midwest Energy News, Kaleidoscope Magazine and Think, the alumni publication of Case Western Reserve University. A die-hard Cleveland sports fan, he also writes for the cynically named (yet humorously written) blog Cleveland Sports Torture.

SHARE     

Like 14

[EDUCATION + LEARNING,](#)
[ENTREPRENEURS +](#)
[INNOVATORS](#)

[DOWNTOWN](#)

0 Comments

Sort by Oldest



Add a comment...

 Facebook Comments Plugin

GIVE US YOUR EMAIL AND WE WILL GIVE YOU OUR WEEKLY ONLINE MAGAZINE. FAIR?