

Name _____ Date _____ Episode and Date of Episode _____

Marketing 1 & 2: SHARK TANK NOTES

#1 Entrepreneur: _____

Company/product: _____

Pitch: Why does America need this product or service? _____

Asking for \$ _____ for _____ % stake in the company.

Notes:

Best part of the pitch: (what do they say/do to spark the Sharks' interest?) _____

What do they plan to do with the investment money? _____

The sharks bite when: (what do they say/do that prompts the first offer?) _____

Result: Is a deal made? Yes No If so, with whom? _____

What is the final deal? Give the parameters of the deal that was made. If no deal was made, what did the Sharks use as the reason(s) for not investing? List **each** of the shark's reasonings.)

Final deal (if any), with whom, and parameters: _____

Shark 1 reasoning (name the shark): _____

Shark 2 reasoning (name the shark): _____

Shark 3 reasoning (name the shark): _____

Shark 4 reasoning (name the shark): _____

Shark 5 reasoning (name the shark): _____

What were the counter-offers, if any, and by whom? _____

Would you have invested? Yes No Why or why not? _____

What did the entrepreneur/presenter do well?

Strengths of the presentation: _____

Strengths of the business proposal: _____

Weaknesses of the presentation: _____

Weaknesses of the business proposal: _____

#2 Entrepreneur: _____

Company/product: _____

Pitch: Why does America need this product or service? _____

Asking for \$ _____ for _____% stake in the company.

Notes:

Best part of the pitch: (what do they say/do to spark the Sharks' interest?) _____

What do they plan to do with the investment money? _____

The sharks bite when: (what do they say/do that prompts the first offer?) _____

Result: Is a deal made? Yes No If so, with whom? _____

What is the final deal? Give the parameters of the deal that was made. If no deal was made, what did the Sharks use as the reason(s) for not investing? List **each** of the shark's reasonings.)

Final deal (if any), with whom, and parameters: _____

Shark 1 reasoning (name the shark): _____

Shark 2 reasoning (name the shark): _____

Shark 3 reasoning (name the shark): _____

Shark 4 reasoning (name the shark): _____

Shark 5 reasoning (name the shark): _____

What were the counter-offers, if any, and by whom? _____

Would you have invested? Yes No Why or why not? _____

What did the entrepreneur/presenter do well?

Strengths of the presentation: _____

Strengths of the business proposal: _____

Weaknesses of the presentation: _____

Weaknesses of the business proposal: _____

#3 Entrepreneur: _____

Company/product: _____

Pitch: Why does America need this product or service? _____

Asking for \$ _____ for _____% stake in the company.

Notes:

Best part of the pitch: (what do they say/do to spark the Sharks' interest?) _____

What do they plan to do with the investment money? _____

The sharks bite when: (what do they say/do that prompts the first offer?) _____

Result: Is a deal made? Yes No If so, with whom? _____

What is the final deal? Give the parameters of the deal that was made. If no deal was made, what did the Sharks use as the reason(s) for not investing? List **each** of the shark's reasonings.)

Final deal (if any), with whom, and parameters: _____

Shark 1 reasoning (name the shark): _____

Shark 2 reasoning (name the shark): _____

Shark 3 reasoning (name the shark): _____

Shark 4 reasoning (name the shark): _____

Shark 5 reasoning (name the shark): _____

What were the counter-offers, if any, and by whom? _____

Would you have invested? Yes No Why or why not? _____

What did the entrepreneur/presenter do well?

Strengths of the presentation: _____

Strengths of the business proposal: _____

Weaknesses of the presentation: _____

Weaknesses of the business proposal: _____

#4 Entrepreneur: _____

Company/product: _____

Pitch: Why does America need this product or service? _____

Asking for \$ _____ for _____% stake in the company.

Notes:

Best part of the pitch: (what do they say/do to spark the Sharks' interest?) _____

What do they plan to do with the investment money? _____

The sharks bite when: (what do they say/do that prompts the first offer?) _____

Result: Is a deal made? Yes No If so, with whom? _____

What is the final deal? Give the parameters of the deal that was made. If no deal was made, what did the Sharks use as the reason(s) for not investing? List **each** of the shark's reasonings.)

Final deal (if any), with whom, and parameters: _____

Shark 1 reasoning (name the shark): _____

Shark 2 reasoning (name the shark): _____

Shark 3 reasoning (name the shark): _____

Shark 4 reasoning (name the shark): _____

Shark 5 reasoning (name the shark): _____

What were the counter-offers, if any, and by whom? _____

Would you have invested? Yes No Why or why not? _____

What did the entrepreneur/presenter do well?

Strengths of the presentation: _____

Strengths of the business proposal: _____

Weaknesses of the presentation: _____

Weaknesses of the business proposal: _____