

# MASSACHUSETTS MIDDLE SCHOOL SPEECH LEAGUE

## Impromptu Sales Response Ballot

Student Code \_\_\_\_\_ Student Name \_\_\_\_\_

Name Given to Item \_\_\_\_\_ Total Time: \_\_\_\_\_

**Impromptu Sales:** *In this solo event, the student will pull one image of an object (which may be familiar but most likely unknown) from a "for sale bag" and then have 5 minutes to both prepare and present a short, coherent "sales pitch" inspired by the newly named picture in hand. One 3 X 5 card may be used to prepare. The presentation should have a logical beginning, middle and end and should be designed to "sell" that item to the audience. The presentation may be humorous or serious in nature and knowledge of the true function of the item is unnecessary. It is an opportunity for a contestant to be creative and imaginative. **Maximum time limit: 5 minutes with a 30 second grace period for both preparation and delivery, which may be divided at the student's discretion. Judges must provide verbal and visual time signals.***

During this performance the student demonstrated the following skills:		Excellent Throughout	Usually	Some- times	Improve Here
CONNECTION TO AUDIENCE: creates interest and holds your attention; presents a well developed sales pitch that tempts you to purchase the item.					
VOCAL VARIATION: effectively varies volume, pitch, speaking rate, tone, pauses, emphasis and mood.					
PHYSICAL VARIETY: uses eye contact and varies facial expressions, gestures, and body language to enhance their sales pitch.					
ORGANIZATION AND STRUCTURE: Did the student construct a well-organized sales pitch; avoid slang, poor grammar, and mispronunciations; use a distinct organizational pattern, which you could easily follow?					
USE AND EXAMPLES: Did the student effectively name and "sell" the item; use a variety of examples to illustrate their ideas on the item's purpose?					
<b>Based on your choices above, suggest a specific improvement that this student could make to better their presentation.</b>					
<b>Based on your choices above, describe a specific outstanding part of this student's presentation.</b>					

Please use the space below to write your observations and comments *while* the student is presenting. Students welcome your additional responses here and on the back of this page. Thank you!

Judge's Code \_\_\_\_\_ Judge's School \_\_\_\_\_ Judge's Name \_\_\_\_\_

Students who speak beyond 5 minutes, 30 seconds may not be ranked 1st. Check here if over 5:30

PLEASE DO NOT TIE STUDENTS IN EITHER RANK OR RATING Rank (1st-9th) \_\_\_\_\_

80-85 Fair    86-90 Good    91-95 Excellent    96-100 Superior    Rating (100-80) \_\_\_\_\_