

IMPROMPTU SALES JUDGE INSTRUCTIONS:

1. In this solo event, students in the round will first check in and give their ballots to the judges so the judge can take attendance and inform the students of the speaker order.
2. Remind everyone to turn off their cell phones and close the door.
3. Call the first student who then picks one image from the “for sale” bag.
4. The judge will start their timer and give verbal cues as each minute passes as the student plans their sales pitch.
5. The student may begin their sales pitch whenever they choose and the judge should switch to visual finger time signals for the remaining time. The total time may be divided between the preparation and presentation at the student’s discretion. Time limit is 5 minutes with a 30 second grace period.
6. Once the student has finished, record their time on the appropriate line on the ballot. Their image should then go into the “sold” bag so it is not used again within the round. Judges may take a few minutes to finish that student’s ballot.
7. Repeat from step 3 until all speakers have had their turn and then thank and excuse the students.