

Fast Pitch 2020

Information for Charitable Sector Leaders

What is Fast Pitch?

The Winnipeg Foundation's Fast Pitch is a coaching program to help build the capacity of, and create visibility for, Winnipeg's charitable sector. Fast Pitch is part of an international movement that helps organizations create powerful, high-energy cases for support, delivered in three minutes or less!

Through Fast Pitch, leaders from local charities will learn how to tell their organization's stories succinctly and powerfully. The coaching process will also help build valuable relationships with members of Winnipeg's legal, business, and marketing communities. The program culminates in a Showcase where finalists compete for \$26,000 in prizes.

Who should apply?

Charitable sector leaders applying to become presenters should have:

- An openness to advice and coaching, with a goal of expanding their capacity and effectiveness.
- A willingness to go through a process of preparing and refining a three-minute presentation over a period of seven weeks.
- The ability to articulate what their organization needs, beyond financial support, from business professionals.

Time commitment

Fast Pitch is built around coaching sessions to help presenters (charitable sector leaders) distill key elements of their organization's social impact and innovative approach into a three-minute pitch. Presenters **must be available to attend all Fast Pitch sessions**, including all coaching sessions (Jan. 7 – Feb. 6), semi-finalist event (Feb. 13) and, if successful, the Showcase (Feb. 26); a time commitment of approximately 25 hours. (See **Schedule** for more details.)

Coaching process and sessions

Throughout the process, presenters will have access to valuable strategic advice and resources, and have the opportunity to cultivate ongoing relationships with each other and their coaches.

Over the course of seven weeks leaders and coaches will attend a variety of sessions:

- **Orientation**
An introduction to the Fast Pitch program and what presenters and coaches can expect during the process.
- **Speed networking**
Presenters and coaches get to know each other quickly during this fast-paced session and will be matched based on interests, affinity, skills, and needs.

- **Professional development workshop**
This in-depth workshop, led by Cate Friesen and Dave McLeod, will provide presenters with tools to make their three-minute pitch successful.
- **Group coaching and feedback (2 sessions)**
Presenters will work with coaches and small groups to refine their pitches and provide feedback to one another.
- **Semi-finalist event**
All presenters will take part in a semi-finalist event and up to ten will go on to the Showcase.
- **Showcase**
Finalists will present their pitches to a panel of judges and the public. Awards totaling up to \$26,000 will be made the night of the event.

Schedule

January 7, 2020	Orientation	Richardson Concourse
January 9, 2020	Professional Development	Richardson Concourse
January 16, 2020	Speed Networking	Forks Market South Hall
January 30, 2020	Group coaching and feedback #1	Richardson Concourse
February 6, 2020	Group coaching and feedback #2	CCFM
February 13, 2020	Semi-finalist event	Théâtre Cercle Molière
February 26, 2020	Showcase	The MET

Awards

\$26,000 in prizes will be awarded at the Showcase.

Eligibility

- Only leaders of registered charities are eligible to apply.
- Organizations must be based in Winnipeg and must primarily benefit citizens of Winnipeg.
- Charitable sector leaders presenting on behalf of their organization must hold the title of: Executive Director, CEO, Founder, Board Chair or equivalent.
- Presenters must be available to attend all Fast Pitch events.
- Prior organizations who were not selected may reapply. Organizations who previously participated in any portion of the coaching process are eligible to reapply; however preference will be give to applicants who have not previously been selected to participate.

Please note: Applying for Fast Pitch does not preclude an organization from applying for The Winnipeg Foundation's other grant programs.

Applications and criteria

The application process will begin on September 19, 2019 and close on October 25, 2019. Applications will only be accepted online through The Winnipeg Foundation's website fastpitchwinnipeg.org

Ideal applications will demonstrate:

- **Specific goal** – the organization has a clear goal, expresses why they do what they do, and who is affected by their work, and what they are asking for.
- **Clarity** – the application articulates what the organization does and how they do it.
- **Potential** – the application demonstrates potential to significantly impact our community.

Successful applicants will be notified of their acceptance in the program by November 18, 2019.

Questions?

For more information, please contact Jennifer Partridge at fastpitch@wpgfdn.org or 204-944-9474 ext. 231

