



## Entrepreneur's Fund of New Hampshire Pitch Camp 2018 FAQs

### **What is Pitch Camp 2018?**

Pitch Camp 2018 provides a unique opportunity for nonprofit leaders to work with a mentor to hone and enhance their organization's "pitch" to external audiences.

### **How do I apply?**

No application is required. Registration is open to nonprofits on a first come, first served basis. The number of participants is limited to 15 for each of the three sessions to be held on January 17. Once registration is full, interested nonprofits will be put on a waitlist. The registration deadline is Friday, November 17.

### **Who should deliver my organization's pitch?**

The best person to deliver your organization's pitch is someone with an influential position in the organization. It can be an executive, senior staff person or board member who is ready and willing to hone their message and deliver it to a variety of audiences. However, whomever you select should be someone who is able to bring value and impact to the organization by sharing what they learn during their pitch camp experience.

### **My organization is not located in Manchester, Portsmouth or Hanover. Can we still participate in Pitch Camp 2018?**

Yes! However, you must be a nonprofit organization with projects that serve communities within the Foundation's service regions in New Hampshire, Vermont and Maine. You must also meet the Foundation's [eligibility criteria](#).

### **When and how will I know with whom I've been matched?**

Nonprofits and mentors will be connected via email no later than Friday, December 1, 2017.

### **What are the mentor's responsibilities?**

- Set an open and supportive tone to encourage the development of a strong pitch through questioning, feedback and thoughtful advice and commentary.
- Share the knowledge they have gained over years of experience.
- Meet a minimum of twice with their assigned nonprofit representative. If two mentors are paired together with one nonprofit, mentors must meet *together* with the nonprofit, rather than separately. This ensures an efficient use of the nonprofit's time and consistent messaging from mentors to the nonprofit.

- Attend Pitch Camp 2018 on Wednesday, January 17, 2018 (snow date: Thursday, January 18).
- Serve as an ambassador for Pitch Camp 2018 as needed.
- Participate in an evaluation at the end of the program to provide feedback on the experience.

#### **What are the participating nonprofit's responsibilities?**

- Introduce your mentor(s) to your organization and its work.
- Be open to questions and feedback, and to experimenting with new approaches.
- Meet a minimum of twice with your assigned mentor(s). Nonprofits should meet with *both mentors together*, rather than separately, to ensure feedback is consistent.
- Attend Pitch Camp 2018 on Wednesday, January 17, 2018 (snow date: Thursday, January 18).
- Serve as an ambassador for Pitch Camp 2018 as needed.
- Participate in an evaluation at the end of the program to provide feedback on the experience.

The estimated time commitment for this entire process is between 12 to 14 hours. We anticipate the relationship will provide a rich and rewarding experience for both parties.

#### **What happens after Pitch Camp 2018?**

Nonprofits participating in Pitch Camp 2018 are eligible, but not obligated, to apply for the [EFNH Amp Grant](#). Up to five applicants will be chosen as AMP Grant finalists. Those five finalists will reconnect with mentors to develop a pitch specific to the program for which they have applied for funding. Finalists and mentors come together for an event in March to pitch their idea to EFNH members with the chance to win a \$50,000 grant for their work.