

FREQUENTLY ASKED QUESTIONS



Application Process

Where can I apply?

<https://rtrpitch.com>

What do I need to do to apply?

Complete the pitch application and attach all supporting documents (estimated time to complete 45 mins).

- Business Plan
- Financial Forecast/Financial Statements
- Share a brief, 2 minute Owner/Business introduction video

Can I start my application, save it, and come back later?

No, you cannot save an incomplete application.

What is the application deadline?

All applications must be submitted by August 16, 2021. Only complete applications will be considered.

Do I need to include a pitch deck in my application?

If you are chosen as a finalist, you must provide a complete pitch deck to our internal review team by **September 6th 2021**. You are welcome to upload your pitch deck with your initial application if you choose.

Do I need to include a video in my application?

Yes. Share a brief 2 minute video to showcase who you are, what you're doing, and why you're doing it. Videos:

- Should not exceed 2 minutes.
- Can be recorded with a high-quality cell phone.
- Must be uploaded to Youtube or Vimeo and the link included in your application.

What are the Prizes?

1st Place	\$20,000 grant
2nd Place	\$15,000 grant
3rd Place	\$10,000 grant
4th Place	\$ 5,000 grant
5th Place	BBIF Consulting

► All finalists will receive **FREE 1 year enrollment into BBIF's Management Consulting Program & access to a Business development technology platform.**

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Business Qualifications

What stage should my business be at to apply?

All businesses must be a start-up business, which we define as a business that is less than 5 years and \$100,000 in annual revenue.

What type of tax structure does my company need to have to be eligible? (C-Corp, S-Corp or LLC)

There is no restriction on the types of companies that can apply.

Are there restrictions on the types of businesses that can apply?

RTR adheres to SBA's guidelines for approved ineligible businesses. To see if your startup is ineligible, visit the SBA website using the link below.

<https://www.sba.gov/partners/lenders/7a-loan-program/terms-conditions-eligibility>

*tip: scroll down to look under the section titled "Ineligible Businesses".

Judging & Selection

When will finalists be notified?

Finalists will be notified via email by September 3rd.

If I am selected as a finalist, what happens next?

Finalists will receive feedback on their pitches from our review team to prepare their final pitch and pitch deck.

What is the review process?

Our team will review your application, including your financials, your pitch deck, and your answers, determining if you are a strong candidate for the competition.

What happens at the pitch competition?

Contestants will get the chance to pitch their company to a panel of experts over Zoom. Each pitch will be 5 minutes long with 10 minutes to answer any questions the panelists may have.

FREQUENTLY ASKED QUESTIONS



Judging & Selection (Cont)

What is the judging criteria?

Business Model

- Has the revenue model been defined?
- Is it realistic and sustainable?

Market & Market Research

- Has a market been correctly identified?
- How big is the addressable market for your company?
- Do you understand your space in the market?

Execution

- Does the company show measurable traction?
- Have you demonstrated strong indicators of growth, revenue or other measurable traction?
- Is there a strong scaling strategy?

Use of Funds

- Are the requested funds serving to help scale a business or to support operations?

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Questions?



rtr@bbif.com