

Pitch Planning Sheet

Name:

Date:

Period:

Your Pitch to A+ Airways

You will present a pitch to A+ Airways. You need to convince them that your wing design is the best choice. A strong pitch is organized, evidence-based, and persuasive. Use this sheet to plan what you will say for each section.

Pitch Component	What to Include	What Will you Say?
Company Introduction	Team name, company name, and a one-sentence description of what your company does.	
The Problem	What the client needs and what the baseline data shows: <i>Explain the problem A+ Airways is facing in your own words. Why does this matter?</i>	
Your Wing Design	Show the design sketch, the 3D model screenshot, and the physical prototype. Explain what wing shape you chose and why. <i>What makes your design unique?</i>	
Your Flight Data	Show the 10 trial results, the average, and whether you beat the baseline. Explain what you think caused the results. <i>What was your average glide distance? How does it compare to the 12.1-foot baseline?</i>	
The Airplane Interior	Reference the seat configuration and interior design from the Systems Challenge. Remind the judges how many passengers the airplane can carry and what the interior layout looks like.	

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Profit Projection	Reference the cost and revenue analysis from the Systems Challenge. What does a ticket cost? How much profit does the airline make per flight?	
Why Choose Us	A one-minute closing argument: <i>Why should A+ Airways choose YOUR design over the others?</i> Connect the performance data, the business case, and the design quality.	

Presentation Checklist

Before your pitch, make sure you can check off each item:

- ☐ Clear explanation of the client's problem
- ☐ Description of wing design and show the TinkerCAD 3D model
- ☐ Prototype test results (average glide distance) ready
- ☐ Clear recommendation and reasons A+ Airways should choose us

If you are presenting as a group, who will present each section? Write team member names next to their role:
