

### \*\*\*Sample speech to give to Businesses

(Ask to speak with a manager)

“Good (Morning or Afternoon), my name is (your name), and I am with the Penfield High School FIRST Robotics Team. We are asking local businesses to support our team so that we may travel to our competitions. Have you heard of the FIRST Robotics Program?

(If not: show them the FIRST brochure) FIRST is a robotics competition which pairs high schools with engineering corporations to build a robot to compete with other teams in regional and international competitions. There are over a thousand teams from around the world competing this year. We get six weeks to design and build this robot, and will be working with Harris engineers.

(If yes:) Our high school has teamed up with engineers from Harris Corporation to build our robot this year for the thirteenth year.

We will be traveling to two regional competitions in cities like Rochester, Boston, and Philadelphia, and to the Championship event in St. Louis, MO. In order to travel to these competitions our team must raise over twenty-five thousand dollars.

We would like to offer you an ad in our patron book, on our shirt, or on our robot if you would be willing to contribute to our team. (Show them the letter and the flier, tell them the sizes and prices) Our patron books will be distributed around the community in stores, libraries, and public places, as well as with all of our patrons. Our teams will be seen on local and national television at the events where the robot and t-shirt sponsors can often be seen. We also feature our sponsors on our award winning web site.

We would also like to invite you to see us in action at the just for fun competition on October 29<sup>th</sup> at the Rochester Armory and at the Rochester Competition March 15<sup>th</sup> – 18<sup>th</sup> at RIT. The events are free.

Would you be willing to contribute to our team? (If so, give them the form to fill out, and discuss the payment & ad with them, if maybe, tell them that you can leave the materials with them and arrange a time to stop back/call back, if no, thank them for their time and leave the materials with them. Also make sure to see if they are at least interested in receiving updates on the team, and get an email address if they are!)”

\*\*\*Remember, this is just a sample. Feel free to add information about what you are working on or interested in on the team, and answer any questions they may have, or use something entirely different. Just make sure you cover what we do and what we are offering!

Good luck!