

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 build our robot and 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.

Our high school has teamed up with engineers from L3Harris Technologies as well as other companies to build our robot. We have traveled to regional competitions all over the world including Boston, Toronto, Cleveland, and Philadelphia and to the Championship event in St. Louis, MO and Detroit. In order to travel to these competitions our team must raise over twenty-five thousand dollars a year.

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. They will also be available online in digital form. Our team 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 website. We would also like to invite you to see us in action at the Finger Lakes Robotics Competition typically held in March at RIT. The events are free and open to the public.

Would you be willing to contribute to our team?”

(If Yes, 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!