

## Small Business Pitch Contest Application 2023

### Eligibility Quiz:

1. Are you 18 years of age or older? (Y/N)
2. Are you an owner of a for-profit small business with revenues < \$1 million? (Y/N)
3. Have you been in business for 2 years or more (Y/N)
4. Are you a previous winner of HarborOne Bank's Small Business Pitch Contest? (Y/N)
5. Are you an employee of HarborOne Bank or an immediate relative of a HarborOne employee, HarborOne Board of Director? (Y/N)

### Contact Information (individual)

1. \*First Name
2. \*Last Name
3. \*Address
4. \*City
5. \*State
6. \*Zip
7. \*Phone
8. \*Email
9. \*website

### Organization Information

1. \*Business Name
2. \*Business Owner (s)
3. \*Mailing Address
4. \*City
5. \*State
6. \*Zip
7. \*Phone
8. \*Website Address
9. \*Social Media Channels
10. \*Year Org was established
11. Where do you envision your business in 5 years?

### Business Overview (all questions provide space for 250 words)

1. Please provide a brief overview of your business. Why do you do what you do?
2. Who are your customers or prospective customers? Target audience? Demographics?
3. What is your Marketing & Sales strategy? How do you reach and grow your audience?
4. What are your channels of distribution? Wholesale, Service, Retail, Online, Direct Mail
5. Who is on your business team? (Lawyer, Accountant, Mentor, Family members, etc.)
6. Small Business is owned by: (Immigrant, Minority, Veteran, Woman, Other)
7. Has your small business created any new jobs in the last 12 months?
8. Financials (complete the Financial Summary and save as an attachment, or upload financials from last 2 years)

### Contest Questions

1. How would you use the \$10,000 to grow your business?
2. What types of challenges have you faced and how did you overcome them?
3. What piece of advice would you give to an entrepreneur looking to start their own business?