

# SCORE Business Pitch Competition 2026

PLEASE READ ALL INFORMATION TO ENSURE A SUCCESSFUL APPLICATION:

## FILLING OUT YOUR APPLICATION VIA GOOGLE FORMS

1. Before you fill out your Application, be sure you have registered: [Registration to receive Application](#). After you have registered, we will send you an Application to the email you used in your registration. This will come from [adrienne.robinson@scorevolunteer.org](mailto:adrienne.robinson@scorevolunteer.org).
2. The application process is online via Google Forms; there is no option to save and send a PDF to enter this contest. A PDF copy is available on the SCORE website for you to print out and review the Application Form instructions and questions so you can prepare and gather your information before you submit your online application.
3. All applications require a less than 2 minute video "Elevator Pitch" to be uploaded in your application. There is an upload link for you to insert your video file into your Application.
4. If you have a GOOGLE Account, your Application Form doesn't require you to complete all application information in one sitting and will automatically save to your personal Google Account for 30 days. If you *do not have a GOOGLE Account*, then your Application Form should be planned to be filled out in a single session to avoid having to reinput information. Once you have submitted your Application Form, there is no further editing of your application allowed.
5. You cannot submit more than one application for the competition.
6. All applications must be submitted – **by midnight July 13th Eastern Time**– any applications not submitted by that date and time will not be considered.
7. Awards for the Adult Finalist Competition on Sept 12th, 2026: Adult Division: 1st place \$5,000, 2nd place \$3,000, 3rd place \$1,000; remaining 5 finalists \$200 each & a new category voted on by the audience of \$500 as the "Audience Favorite" .
8. Awards for the Youth Finalists Competition on Sept 12th, 2026: 1st Place: \$500, 2nd Place: \$300 & 3rd Place is \$200.

## COMPETITION TIMELINE

1. *Application Period* - June 8th to July 13th, 2026 to submit your applications. Only the first 50 applications for Adult Division & first 25 Applications for the Youth Division will be accepted. Don't delay filling out your application before we hit our limit. (remember you must have registered as well as submitted your application to be considered)
2. *8 Adult Finalists & 3 Youth Finalists will be selected & assigned SCORE presentation coaches* to assist in preparation of final competition event presentations - Notification of making Finalist position: Aug 3rd.
3. *Coaching & preparation period* - Aug 4th - Sept 9th. A SCORE coach will be assigned to help each finalist prepare their presentations for the live final competition event.
4. Final presentations must be submitted to SCORE by Sept 10th.
5. *Final Judging & Award Event* - September 12th, 2026, from 9-3pm at the FGCU Kapnick Center in Naples Botanical Garden.

## ELIGIBILITY REQUIREMENTS

1. All applicants must be at least 21 years old for the Adult Division & Youth Division under 21 years before September 21st.
2. All businesses must be headquartered in either Collier or Lee County.
3. Your business must have been in existence on or prior to June 1, 2025.
4. Businesses in the following categories are **not** eligible: firearms, cannabis/marijuana, adult entertainment, and franchises.
5. You must be able to provide a W-9 Form for Winner checks to be disbursed.

### GET READY:

Now that you have read all of the instructions, please feel free to get to work on your Application. The SCORE Naples Pitch Challenge Team and event judges are looking forward to receiving your application!

\* Indicates required question

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1. Email \*

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## ELIGIBILITY REQUIREMENTS

Please respond to the following to confirm your application is eligible for entry into the business competition

2. Is your business in any of the following categories? \*

*Check all that apply.*

- Firearms
- Cannabis/Marijuana
- Adult Entertainment
- Franchised business
- None of the above

3. Are you at least 21 years old? \*

Dropdown

*Mark only one oval.*

Yes

No

4. If you are in the Youth Division, name of parent(s) & their email address(es) to contact to arrange for virtual coaching sessions that include parent(s). \*

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5. Are you under 21 & Competing in the Youth Division? \*

*Mark only one oval.*

Yes

No

6. Has your business been in existence on or prior to June 1st, 2025? \*

Dropdown

*Mark only one oval.*

Yes

No

7. Is your business located in Collier or Lee County? \*

Dropdown

*Mark only one oval.*

Yes

No

## BUSINESS INFORMATION

Key general information about your business

8. Business Owner Name filling out this Application \*

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9. Business Name \*

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10. Business Phone to contact you \*

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11. Email for your business \*

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12. Website for your business \*

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13. Address for your business \*

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14. What is your home address if different than your business? \*

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15. Business Structure \*

*Check all that apply.*

- Sole Proprietor
- LLC
- S Corp
- Corporation
- Other

## APPLICATION ESSAY QUESTIONS

There are seven sections with questions to guide your responses. Please note there are word limits, so if you exceed these limits, the additional information will only be accepted up to the word limit. Strive to be clear & concise!

Additionally, you are required to upload a less than 2 minute video "Elevator Pitch" of why your business and your growth plan deserves to win the prize money and this is to be uploaded in that section.

Remember, applications must be submitted via the link on the SCORE website @ <<>>

16. ABOUT YOU - Tell us about your entrepreneurial experience, relevant skills, and education \* that equips you to thrive in your business. If applicable, you can reference your co-owners as well. What drives your passion for this business? Why did you decide to start your business? Is there any other information you would like us to know about you? (300 word limit)

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17. BUSINESS PRODUCT OR SERVICE - Provide a clear description of your existing \* product(s) or service(s). Explain the problem(s) that it solves or unmet need(s) that it addresses. What is the new growth opportunity you are seeking to implement to expand your business? (300 word limit)

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18. MARKETPLACE - What is your current and future target market(s) for your service or product, including customer profiles, estimated market size, seasonality, service expectations, growth predictions, etc. How have you validated the new market potential for your future growth and how this will enhance your business? (500 word limit) \*

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19. COMPETITION - Who are the key competitors for your product or service? What are their strengths and weaknesses and how do you position yourself to leverage your competitive advantage? Are there barriers, besides finances, that will affect your ability to compete in your market? If so, explain how you will overcome them. (500 word limit) \*

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20. SALES & MARKETING - What channels/methods do you employ to promote your business? What additional channels do you plan to employ to promote your product or service to customers to further grow your business? (300 word limit) \*

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21. FINANCIAL STRENGTH - Provide an overview of your current revenue & profit projections for 2026 and what is your projections for the next 2 years. How have you reduced costs and maintained quality product or service? (500 word limit) \*

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22. EYE ON THE PRIZE - If you are successful in being a winner of the prize money, how would you utilize the cash proceeds and event experience to drive growth in your business? (300 word limit) \*

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23. Please upload a less than 2 minute video "Elevator Pitch" of why your business and your growth plan deserves to win the prize money. \*

Files submitted:

24. YOU ARE READY TO SUBMIT! DEADLINE: Midnight on July 6th 2026. \*  
You will be notified if you are a Finalist by July 27th.  
The SCORE Naples Chapter is so pleased you have entered into the Business Pitch Competition - GOOD LUCK!

*Check all that apply.*

I've completed all information and verify it's accuracy to best of my knowledge



