



FUTUREGOALS

Remote

A project led by the:



**Leeds City Region
Enterprise
Partnership**

ADAPTED.

Challenge ~~accepted~~.

Fact: Between Aug 2018 - Jul 2019, we found that **communication** was required as a top skill in 30,962 out of 97,000 online job postings listed in West Yorkshire.

Our way of living, learning and progressing has changed quite a lot recently. **Communication skills** are something that, along with your teachers, you focus on daily at school – by not being at school, it's never been more important to keep developing these skills.

Our communication has taken on a pretty drastic change – we've become reliant on things like:

- Social media
- Online gaming
- WhatsApp

We're missing face to face conversations. Which is why it's important to practise our usual methods of communication as much as we can.

Challenge 1:

Pitch it!

DITCH THE EVERYDAY

Your challenge is to take an 'everyday' product found in the home and plan a creative way to sell it in a 60 second pitch.

- Take a common product found in the home – choosing something that has a specific use.
- Establish the benefits of your product.
- Think of an innovative way to promote this product.
- Communicate your pitch to the consumer.

Product example:

magical device, bringing a
spud to life in a matter of minutes.

This is a
~~microwave.~~

Main benefit:

- Cooks food quick

Other unique selling points:

- Small and compact
- Many cooking options
- Cheaper models for those on a budget

Did you know?

Engineers look for ways to produce better microwaves all of the time. Our region has the most amount of people employed in this role (engineering and manufacturing) out of the whole of the UK.



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Product example:

**This is
~~cereal.~~**

**a low-cost breakfast boost,
mid-morning filler or
pre-bedtime treat.**

Main benefit:

- A cheap snack – at any time of the day

Other unique selling points:

- Good nutrition benefits (e.g. high in fibre, protein or energy)
- Range of flavours, from chocolate to cinnamon
- Quick and easy
- You can add your favourite toppings

Did you know?



Over 144,200 people are employed in the manufacturing sector in our area – allowing the region to supply critical components to global manufactures.

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Product example:

connection to the world. A portable, interactive and immersive experience.

This is a
~~**tablet.**~~

Main benefit:

- Engage with the world around you from the comfort of your own lap

Other unique selling points:

- Portable and lighter than a computer
- Can store audio books and copies of books
- Can expand your knowledge of the world

Did you know?



The digital economy is one of the fastest growing sectors in the UK. Our local area contributes £6.5 billion to the UK economy – that's more than Manchester and Birmingham.

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Product example:

This is
~~**toothpaste.**~~

the key to unlocking a
stunning smile.

Main benefit:

- Helps to keep your teeth healthy by removing plaque

Other unique selling points:

- Whitens teeth
- Gives a lasting fresh breath
- Keeps teeth and gums strong and healthy

Did you know?

Our region is the top area in the UK for healthcare with over 200 businesses based here.



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Your product

Complete the key details below – try to think unconventionally when it comes to ‘benefits’ (look for the less obvious benefits). For example, some cereal products provide vitamins and some claim to be ‘Grrrreat!’.

Your chosen product:

The function (What does it do?)

The consumer (Who buys it?)

The benefits (Why is it useful/necessary?)

Additional selling points (Why should people buy it above other products?)

GET
CREATIVE

60 seconds to sell

Now you've selected your product, it's time to get planning your pitch. What advertising style will you choose?

Tell a story

You've got one chance to make a first impression and this is it, so say something engaging that people simply cannot ignore.

Educate

Lay everything out on the table, what the product is and what it does.

Be useful

The solution to the problem – sell the benefits.

Entertain

If it works for your product, be funny.

Be persuasive

Here are some tried and tested ways to successfully sell your product ...

Flattery – compliment your consumer, make them feel special.

For example: A person who works as hard as you deserves something that makes life a bit easier.

Rhetorical question – ask questions that require no response, the answer is clear.

For example: Who wouldn't want to have a sparkling, clean kitchen?

Emotive language – try to encourage your consumers to feel a specific emotion.

For example: The health of our children is at risk, unless we act now and improve their breakfast cereal choice.

Factual data – support your product with facts from an expert.

For example: 85% of people who have used this product saw a difference in just 1 week.

Exaggeration – exaggerate your language to create a sense of excitement.

For example: Our product is the best thing to happen to your home.

Create a catchy slogan

Giving your product a slogan, tagline or catchphrase is a really simple way to encourage people to remember your product.

“Just do it”

- Nike

“Did somebody say just eat?”

- Just Eat

“Every little helps”

- Tesco

“I’m lovin’ it”






- McDonald’s

“Because you’re worth it”

- L’Oreal

Checklist

I HAVE...

-  selected a household product to promote
-  made notes about the product's features and selling points
-  had a look at some existing adverts for inspiration
-  decided on the theme of advert I want to make (to educate, to entertain etc.)
-  studied the vocabulary examples and methods to promote a product

**So now it's time to
get creative and
script your pitch.**

Your pitch

What style of pitch?

Who is starring in it?

What's your opening line/tag line?



Once you've written your script, why not try it out by pitching to members of your household?

The script

What's next?

As part of this challenge you will have demonstrated and developed the following skills:

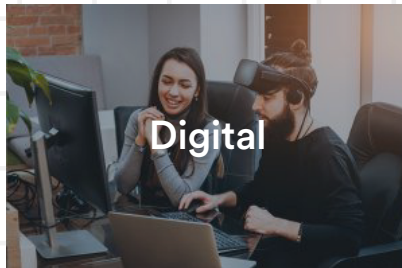
Planning – choosing an everyday item.

Organisation – establishing the way in which to present the product.

Creativity – giving the product a personality.

Communication – showcasing the product's selling points effectively.

These are great skills to learn and develop before looking at progression after school and moving into sectors like:



There are many opportunities within West Yorkshire that span across each of the above sectors.

Need more inspiration?

Have a quick look at our 'Inspirational Wall' by visiting the FutureGoals website. Here you'll hear from a variety of people currently working in each sector and find out information about each industry and the key skills needed. You'll also find further opportunities to develop your own personal skillset.

futuregoals.co.uk/be-inspired

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Working in
partnership
with the

**West
Yorkshire
Combined
Authority**