

# SHOW – TELL – SELL

## Part I

- Choose an item from your home
- Bring your item and answer the following questions:
  - What is your item?
  - Describe your topic using the five senses (sight, sound, smell, taste, touch).
    - What does \_\_\_\_\_ look like?
    - What sounds does it make?
    - What does it smell like?
    - Does it have a taste? What is it like?
    - How does it feel?
  - Why did you choose this item?
  - When did you first learn about this item?
  - How could you learn more about this item?
  - What makes this item more interesting than other items?
  - Where can you find this item?
  - Who else might be interested in this item?
  - What can you say to make this item interesting to other people?
  - What are 5 reasons to use this item?
  - What are 2 reasons why a person might not like this item?
- Make a script to give you some ideas about how you might present your topic.

NAME

May I have your attention, please?

Audience stops talking and focuses on the presenter(s).

NAME

---

---

---

---

---

---

---

---

Action/Response:

---

---

---

---

Action/Response:

---

---

---

---

Action/Response:

---

---

---

---

---

# SHOW – TELL – SELL

## Part II

- Choose a topic: object, person, place, idea, dream, goal, concept, memory, event, etc.
- Work alone or with a partner
- Research your topic and answer the following questions:
  - What is your topic?
  - Describe your topic using the five senses (sight, sound, smell, taste, touch).
    - What does \_\_\_\_\_ look like?
    - What sounds does it make?
    - What does it smell like?
    - Does it have a taste? What is it like?
    - How does it feel?
  - Why did you choose this topic?
  - When did you first learn about this topic?
  - How could you learn more about this topic?
  - What makes this topic more interesting than other topics?
  - Where can you find this topic?
  - Who else might be interested in this topic?
  - What can you say to make this topic interesting to other people?
  - What are 5 reasons to think about, agree with, see, or use this topic?
  - What are 2 reasons why a person might not like this topic?
- Make a script to give you some ideas about how you might present your topic.

NAME

May I have your attention, please?

Audience stops talking and focuses on the presenter(s).

NAME

---

---

# SHOW – TELL – SELL

## Part II - Debate

- Work with a team of four people
- Choose a topic statement that can be debated (ex: Dogs are better than cats)
  - It must be a topic that we have NOT debated in class
- Two people will be on the pro side and two on the con side
  - Be prepared to debate BOTH sides!
- With a partner research your topic, answer the following questions, and debate:
  - What is your topic statement?
  - Describe your topic
  - Why did you choose this topic?
  - Who else might agree or disagree with this statement?
  - What are 4 reasons to agree/disagree with this topic statement?
  - What are 2 reasons why a person might not agree/agree with this statement?
- Use appropriate language when presenting your debate and be prepared to debate both sides of the issue (you may be pro, con , or both)
  - Examples:
    - I think... / In my opinion... / I'm pretty sure that / I strongly believe that...
    - For example... / Let me give an example.
    - Everyone knows... / If...then...
    - According to... / The book \_\_\_\_\_ says... / Scientists say ...
    - I don't think that... / I don't agree, I think... / The problem with your point of view is that... / Don't you think it would be better...
    - The reason why is... / That's the reason why... / Many people think...
    - They say\_\_\_\_\_. But I disagree because... / That may be true, but I think... / Therefore...
    - How can you say that? / That's just not true! / I see it differently. / You've got a point, but... / The problem is...
    - On the whole... / The point I've tried to make is... / In fact,... / Actually,... / Basically,... / All in all,...
- Use the following format:
  - First speaker: opening statement and 2 reasons (maximum 2minutes)
  - Second speaker: 2 reasons and closing statement (maximum 2minutes)
  - Rebuttal preparation: 1 minute
  - Rebuttal: one statement per speaker (maximum 1 minute)
  - Summary: 30 seconds (either speaker)
  - Questions from audience (maximum 3)



# SHOW – TELL – SELL

## Part IV - Create

- Work alone or with a random partner
- Identify a need in the lives of yourself, your family members, teachers, or friends
- Come up with an idea for an invention that could fill this need
- Design a prototype (example) either on paper or a 3D model
- Come up with a name and slogan for your invention
- Research - answer the following questions:
  - What need did you identify?
  - What invention could fill this need? How?
  - Describe your invention
    - What does it look/feel/sound/smell/taste like?
    - What is it made from?
    - How does it work?
    - What does it do?
    - What is it called?
    - Is it safe?
    - What could go wrong with it?
    - Who would want it?
    - How much is it?
  - Has anyone else invented anything similar? Why or why not?
  - Why did you choose this topic?
  - What steps did you take to design your invention?
  - Try to sell your invention – persuade people to buy it
- Use appropriate language when presenting your invention

---

---

---

---

---

---

---

---

---

---

