

Topic: Elevator Speech

Objective:

When you complete these activities, your student should be able to:

- Write a compelling and memorable introductory statement, or elevator speech, about themselves.
- Deliver their elevator speech smoothly and within 30 – 60 seconds from memory.
- Determine what their call to action at the end of their speech will be.

Resources Needed:

- Computer and Microsoft Word

Elevator Speech:

- An elevator speech (also called pitch) is used to give business contacts an overview of who you are, what you do and how you can help them.
- It should be concise and memorable.
- Use the worksheet that follows to create your own elevator speech.
- Practice, practice your speech and practice some more
- You may also access these articles with more information about why elevator speeches are important and the steps to take to create one.

<http://theundercoverrecruiter.com/how-create-your-memorable-elevator-pitch-four-simple-steps/>

<http://www.forbes.com/sites/nextavenue/2013/02/04/the-perfect-elevator-pitch-to-land-a-job/>

Write your own Elevator Speech! - Make a connection in 30 seconds or less

To develop an introductory statement that you can use in a variety of settings (waiting in line at a coffee shop, sitting next to somebody on an airplane, sharing an elevator with somebody at work, participating in an interview), think about the following:

Who am I?

Example: "Hello, my name is... and I work as a dishwasher at The Filling Station."

What is my objective (career interest or dream)?

Example: "I want to become a chef. I'd like to begin by becoming a prep cook and gaining experience working in a busy kitchen. My hope is to continue to work my way through the kitchen until eventually I am a chef?"

What are my strengths?

Example: "When I was living in Mexico, my parents owned a restaurant. I grew up working just about every position. I have waited on customers, prepped food, been a line cook as well as helped to plan the menu. I have helped my family keep our restaurant running smoothly even when we were understaffed and had a full dining room on many occasions by staying calm, being able to make quick decisions and focus on serving the best food possible."

What is my passion?

Example: "I would really like to introduce people to the foods of my region of Oaxacha."

Please remember to personalize your speech for the situation and person to whom you are speaking. Be sure to practice, practice your speech.

*This document has been taken and edited from:
www.pugetsound.edu/files/resources/5291_ElevatorSpeechWorksheets.doc*