What is an Elevator Pitch?
An Elevator Pitch is a 30-second commercial that you can use in a variety of situations to introduce yourself and what you have to offer, and to let others what you are looking for. While you should prepare your pitch ahead of time, it should sound natural.

Career Goal
Use the space below to identify your career or internship goal. Your goal could be a specific position, a general industry/field of interest, or a location.

Organizing your Elevator Pitch
Complete the chart below with any relevant examples describing when you used the skills listed in the first column in the areas identified in each area shown across the top. You are welcome to use the skills listed, or any skills relevant to your field that you’d like to highlight (ex. ‘Communication or ___________’). Use examples from your own experiences to develop your Elevator Pitch and make it more engaging.

<table>
<thead>
<tr>
<th>Skills</th>
<th>Education</th>
<th>Professional</th>
<th>Personal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communication or ________</td>
<td></td>
<td></td>
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<tr>
<td>Team Work or ___________</td>
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<tr>
<td>Leadership or ___________</td>
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<tr>
<td>Relevant Accomplishments</td>
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<tr>
<td>Relevant Strengths</td>
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</table>
Now start to put it all together...

Who are you?
1. Smile and shake hands.
2. Tell who you are: your name and your educational/career background
3. Tell what you do (show enthusiasm)

What do you have to offer?
4. What 1-3 skills/strengths do you have and how have you used them? Use the information in your chart above!
5. What was your greatest relevant accomplishment? Not sure what to say? Pick one from the chart above.

What do you want?
6. Tell the listener why you are interested in their work/company/etc.
7. What is your career goal?
8. How do you want to follow-up with your listener?

Example
Hi <shake hands>, my name is Ella Vader and I will be receiving my Masters of Science in Nutrition and Dietetics from the University of Rhode Island in May. Throughout my program, I’ve had the opportunity to work in the Lipid Lab focusing on how lifestyle changes impact heart disease risk factors in young adults and older adults. This opportunity allowed me to develop my skills in education and outreach to the community, as well as lead a group of undergraduate students interested in developing their lab skills. Through workshops at community centers, schools and hospitals our work, we have reached over 1,500 members of the Southern Rhode Island community. My goal is to use my experience to work in a hospital setting and continue developing outreach and education programs for the hospital and wider community. As I think about my next steps, your work at South County Hospital in nutrition education and outreach really interests me. I’d love to find a time to meet with you and learn more about what you do, and the program at South County Hospital.

Your turn!