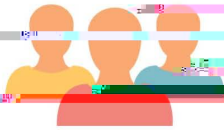


ELEVATOR PITCH GUIDE

Tips & Info

for perfection the key ingredient to a successful search



KNOW YOUR AUDIENCE

Better yet, research them! Find out who they are and how that is relevant to you. Knowing you've done your homework will make you stand out.

MAKE EYE CONTACT

This demonstrates confidence, interest and respect. And always make eye contact with the individual by his/her program.

PREPARE AN ELEVATOR PITCH

STEP 1



What are your key strengths or positive qualities?

STEP 2



Why are you interested in this organization or more generally, this industry?

STEP 3



Write your pitch on a notepad or index card.

PERFECT YOUR PITCH

Practice, practice, practice! Even if you have the opportunity to express what makes you AWESOME, you can capitalize!

KNOW THE NUMBERS

33%

Percentage of clients who hire someone in less than 90 SECONDS during a conversation whether they will hire someone

1 min

3 min

TIME TO SELL YOURSELF



Appearance & confidence make a difference more than what you actually say - pay attention to your verbal cues and give during your pitch.

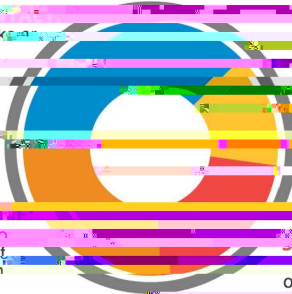
CARE ABOUT CLOTHES

Percentage of clients who would be the deciding factor between two candidates

COMMON NONVERBAL MISTAKES

EYE CONTACT

Failure to make or maintain eye contact



Too weak of a handshake can signal lack of confidence

Having NO knowledge of the organization

Lack of smile or energy

Most common interview question
"TELL ME ABOUT YOURSELF"