



An elevator pitch is a brief introduction, under 1 minute, which prompts the listener to ask questions or share information.

## Who am I?

(e.g., name, university, class standing, major)

**Example:** *Hi, my name is John. I'm a Psychology and Social Behavior major at UCI and I'm graduating next June.*

## What am I seeking?

(e.g., a job or internship, exposure to a certain field, obtain information about an industry)

**Example:** *I'm really interested in a career in Human Resources.*

## What can I offer?

(e.g., highlight relevant experience, skills, and achievements)

**Example:** *I actually worked as an office assistant last year and oversaw a busy front desk, and helped process new employee paperwork.*

## What is my objective?

(e.g., learn about opportunities in a certain field, start a conversation, make a connection)

**Example:** *I researched Company X and saw that it has entry-level jobs at its L.A. office. Can you tell me more about those opportunities?\**

\*Perhaps end with a question

## When to use your elevator pitch

- At a career fair
- At a volunteer fair
- at a networking event
- When someone asks "What do you do?"
- In your cover letter
- In an introduction email

## Now it's your turn...

Who am I?

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What am I seeking?

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What can I offer?

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What is my objective?

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Practice, practice, and practice some more until your elevator pitch is easy to remember and say.

*"Opportunity does not waste time with those who are prepared."*

*- Idowu Koyenikan*

