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

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

**Your Turn...**

Who am I?

What am I seeking?

What can I offer?

What is my objective?

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

“Opportunity does not waste time with those who are prepared.”

- Idowu Koyenikan