

# Develop Your Elevator Pitch before Networking

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JOB SEARCH SERIES **PRESENTATION #26**

DURING THE JOB SEARCH SUBSERIES

TENONPREP



# Learning Outcomes

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01

Understand the four parts of the Elevator Pitch

02

Understand how the Elevator Pitch differs from the One Sentence Summary

03

Understand why you should tailor the pitch to your audience

04

Understand why you should practice your pitch



# The Four Parts of the Elevator Pitch

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1. Introduce yourself.
2. Describe who you are.
3. Say what you want.

## Optional:

4. State why you should get what you want.

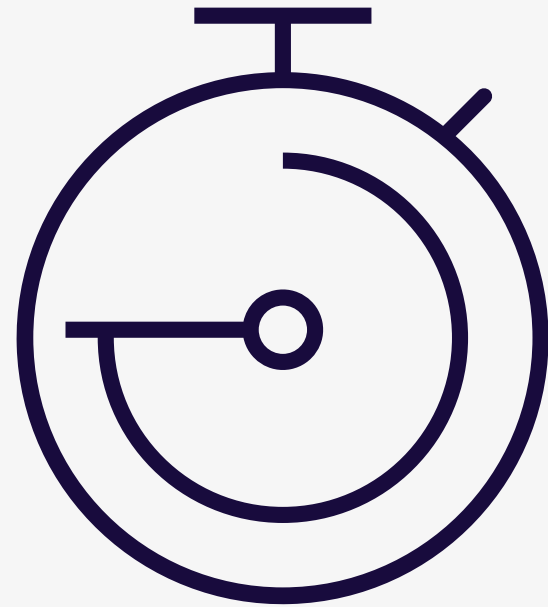




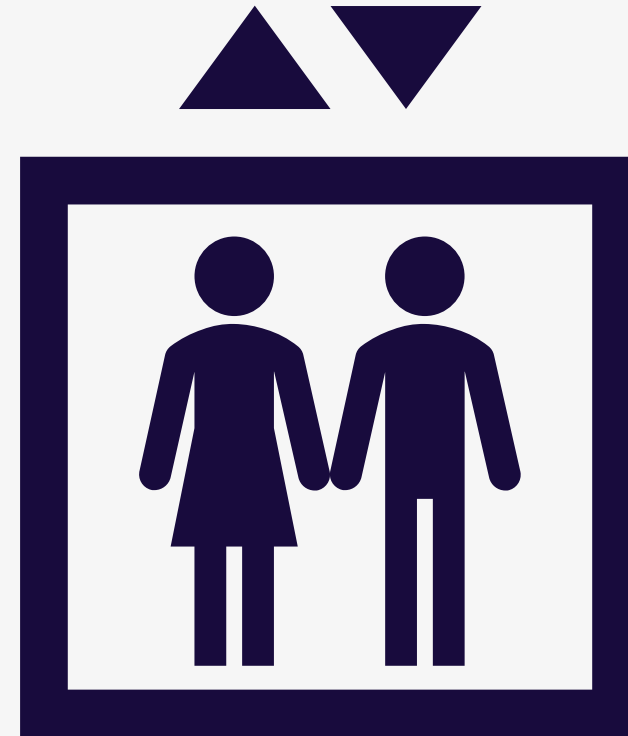
## Length of Pitch + Example Pitch



# Adjust the Length Based on Audience



# The Elevator Pitch is Different from the One Sentence Summary





**Tailor the Pitch based on Your Audience**



# Tailoring the Elevator Pitch for Different Audiences

**LIVE ONLY**





# Practice Your Pitch to Ensure Smooth Delivery

