**Write Your Elevator Pitch!**

**First impressions matter—make a connection in 30 seconds or less.**

To develop an introductory statement that you can use in a variety of settings (at a networking event, sitting next to someone on an airplane, at a job fair, or participating in an interview), think about the following:

**Introduce Yourself**

**Example:** *“Hello, my name is… I am a student at The University of Arizona, and my major is…..”*

**Or:** *“Hello my name is… I am a junior at the University of Arizona interested in childcare, and I’m studying psychology.”*

***Your introduction:***

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| Write in your intro here!  |

**What is your goal?**

**Example:** *“I am interested in building on my experience and interest in environmental sustainability with an internship in an environmentally-conscious organization.”*

**Or:** *“I am excited about research assistant opportunities because I want to go to graduate school and want to gain experience in research design and administration.”*

***Your goal:***

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**What are your strengths?**

**Example:** *“My education at the University of Arizona taught me to think critically and make connections across disciplines. I use those skills in my involvement within the Students for Sustainability as we work to educate the campus community to the importance of integrating sustainability into daily life.”*

**Or:** *“I have excellent listening skills, I am good at data management, and I am able to think critically, which I believe would make me a great research assistant.”*

***Your strengths:***

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**What is your passion?**

**Example:** *“I want to make a difference by helping people understand how their actions affect our planet.”***Or:** *“Being a research assistant in this lab will allow me to understand children’s motivations, a topic I am considering exploring for graduate school.”*

***Your passion:***

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**How do you wrap it up?**

**Example:** *“I am interested in learning more about your internship opportunities.”***Or:** *“Could you tell me about what are some of the findings you have discovered in your research so far?”*

***Your closing sentence:***

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**Elevator Pitch Examples**

**Remember to personalize your pitch for the situation/person to whom you are speaking.**

**Example of an elevator pitch when waiting in line for coffee:** “*Hello, my name is… and I am a student at the University of Arizona. I am interested in building on my experience in working in a nonprofit in Tucson. I noticed that your nametag says “Casa De Los Ninos;” do you work for that organization?”*

**Example of an elevator pitch when answering the “tell me about yourself” question in an interview:** *“I am passionate about the environment and am interested in building on my experience and interest in environmental sustainability with an internship in an environmentally friendly organization. My University of Arizona education taught me to think critically and make connections across various disciplines. I use those skills in my involvement within the Students for Sustainability as we work to educate the campus community to the importance of living green. I want to make a difference by helping people understand how their actions affect our planet, which is why I am interested in working for your organization.”*

**Example of an elevator pitch when speaking with a TA or professor: “***Hello my name is… I am a junior at the University of Arizona interested in helping children and my major is psychology. I am excited about getting more research assistant opportunities because I want to go to graduate school. I have excellent listening skills, data management, and critical thinking skills, which I believe would make me a great research assistant. Being a research assistant in this lab will allow me to understand children’s motivations, a topic I am considering exploring for graduate school. Could you tell me about what are some of the most interesting findings you have discovered in your research so far?”*