



## THE PITCH

Sharing Your Story...The Elevator Pitch.

### **STEP 1: Identify your achievements, skills, and experience that qualify you and make you memorable!**

The schools you attended, degrees you earned, and relevant courses you took:

---

Certifications, licenses, or other credentials you hold:

---

Any educational goals or professional aspirations you have for the future:

---

Your background, languages or cultural experiences:

---

Part-time or full-time jobs you have held:

---

Industry experience (internships, practicum, apprenticeship, service learning, freelance):

---

Travel or cultural immersion programs you participated in:

---

Special projects, research, or publications you participated in:

---

Contests or competitions:

---

Hobbies or personal projects you are passionate about:

---

Awards or recognition you received for your work:

---

**STEP 2: Circle the items from your list that reinforce you are a fit for the position.**

**STEP 3: Organize your items to keep the reader engaged.**

1. Start with your present education and current projects.
2. Move on to experiences, internships, and projects.
3. Conclude by discussing your future goals and how they align with the company's mission.

**STEP 4: Practice until you are confident and comfortable owning your pitch.**

Test it out with friends, family, trusted colleagues and then take it to the career events.

**Fill in the blanks of the sample script:**

Nice to meet you, I'm \_\_\_\_\_ (name). I'm currently studying \_\_\_\_\_ at Scottsdale Community College, on track to become a \_\_\_\_\_. Most of my experience came from \_\_\_\_\_ where I learned \_\_\_\_\_, \_\_\_\_\_, and worked on \_\_\_\_\_. I enjoy \_\_\_\_\_ and the position you have listed in Maricopa Pipeline AZ would be a perfect fit for someone with my skills. Can you share about the opportunity and your organization?

*Sources: NACE, Harvard Business Review, NCDA*