

Sample Proposal-Career Session

Pitch Perfect: Your 60 Second Introduction

Career Center Speaker: Walter Kolis, RCRSP – Associate Director, Recreation Operations, Emory University

When interviewing for a job, or networking at a conference, you will be introduced to a lot of new people. Do you know what to say to make a memorable impression? One of the most common interview questions is "Tell us about yourself". You'll answer it over and over. Do you know what to say without rambling for 5 minutes about every single job you've ever had? I am. I do. I will. is a strategy to help you create, practice, and perfect your 60 second elevator pitch and make you more comfortable when introducing yourself in a professional setting.

The session will have 3 sections with techniques being demonstrated for each section by the presenters, and then attendees will get the opportunity to practice with a partner.

WHY THIS SESSION?

I seen hundreds, if not thousands, of people stumble, get nervous, or rable when they introduce themselves or when answering the inevitable first question in an interview. This session will provide practical, easy and actionable tips for attendees at all levels.

OUTLINE:

1. Introduction: My 60 Second Elevator Pitch! (1 Minute)

2. What is an Elevator Pitch? (2 Minutes)

A) An elevator pitch is your opportunity to highlight your most relevant experiences and what you'll bring to the interviewer in 60 seconds or less.

B) An elevator pitch is your resume, cover letter, and answer to the first interview question wrapped in one!

3. Why is an Elevator Pitch/Introduction So Important (2 Minutes)

A) First Impressions Are important.

B) It's Not Who You Know....But Who Knows (and remembers) You.

4. I AM... (5 Minutes)

A) "I am a 4th year Sport Management major with a minor in Public Health graduating in May 2019" (5 Minutes)

B) Demonstration

C) Practice With Partner

5. I DO...(5 Minutes)

A) "I do all scheduling for our staff of 30 lifeguards and have 4 years of experience as a lifeguard supervisor where I developed a new training program for our lifeguards. I serve as a peer health educator and led 15 programs in residence halls last year."

B) Demonstration

C) Practice With Partner

6. I WILL...(5 Minutes)

A) "I will help [Emory University] succeed in our mission through my commitment to student development and health and well-being. We'll enhance the student experience for both our employees and our participants

B) Demonstration

C) Practice With Partner

7. Putting It All Together (5 Minutes)

A) "I am a 4th year Sport Management major with a minor in Public Health graduating in May 2019. I do all scheduling for our staff of 30 lifeguards and have 4 years of experience as a lifeguard supervisor where I developed a new training program for our lifeguards. I serve as a peer health educator and led 15 programs in residence halls last year. I will help [Emory University] succeed in our mission through my commitment to student development and health and well-being. We'll enhance the student experience for both our employees and our participants"

B) Demonstration

C) Practice With Partner

8 Conclusion & Questions (5 Minutes)

