

The 30 Second Elevator Speech

An elevator speech is a clear, brief message or “commercial” about you. It communicates who you are, what you’re looking for and how you can benefit a company or organization. It’s typically about 30 seconds, the time it takes people to ride from the top to the bottom of a building in an elevator. The idea behind having an elevator speech is that you are prepared to share this information with anyone, anytime, even in an elevator.) At a career fair, you can use your speech to introduce yourself to employers. It is important to have your speech memorized and practiced. Rehearse your 30 second elevator speech with a friend or in front of a mirror. The important thing is to practice it OUT LOUD. It should sound natural. Get comfortable with what you have to say so you can breeze through when the time comes.

This elevator speech is:

- absolutely not longer than 25 to 30 seconds
- or - in words - approximately 80 to 90 words
- or - in sentences - 8 to 10 sentences

A SAMPLE ELEVATOR SPEECH OUTLINE

These 10 speech topics will help to write a carefully planned and prepared presentation that grabs attention and says a lot in a few words. This format suggestion helps you to avoid creating a sales pitch. Use each idea to write one short powerful sentence.

ABOUT YOU

1. Smile to your counterpart, and open with a statement or question that grabs attention: a hook that prompts your listener to ask questions.
2. Tell who you are: describe you and your company.
3. Tell what you do and show enthusiasm.

Elevator Speech Samples For Students

Dan Seidman



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How to Open Doors with a Brilliant Elevator Speech ,2008-02 The Differentiated Flipped Classroom Eric M. Carbaugh,Kristina J. Doubet,2015-10-29 Ensure personalized student learning with this breakthrough approach to the Flipped Classroom In the flipped classroom students need to do more than simply re watch a video to learn effectively This groundbreaking guide helps you identify and address diverse student needs within the flipped classroom environment You will find practical standards aligned solutions to help you design and implement carefully planned at home and at school learning experiences all while checking for individual student understanding Learn to differentiate learning for all students with structured research based best practices to help you Integrate Flipped Learning and Differentiated Instruction Use technology as a meaningful learning tool Implement flexible planning and grouping Proactively use ongoing formative assessments Adjust instruction to support challenge and motivate diverse learners Manage the Differentiated Flipped classroom Includes practical examples and a resource rich appendix Make your flipped classroom a true place of learning with this go to guide The expectations for teaching in today s world are steadily increasing Students expect their teachers to use technology in instruction Parents and administrators expect teachers to differentiate instruction to reach every student In this book you will learn how both models can work in concert Even more importantly you will learn many practical strategies that will allow you to meaningfully differentiate your instruction while flipping your classroom allowing you the greatest potential to reach all of your students David A Slykhuis PhD President of SITE The Society for Information Technology and Teacher Education Praxis-oriented Pedagogy for Novice L2 Teachers Karen E. Johnson,Deryn P. Verity,Sharon S. Childs,2022-11-30 In this cutting edge book on L2 teacher education experts Johnson Verity and Childs demonstrate how praxis oriented pedagogy grounded in the principles of Vygotskian Sociocultural Theory VSCT can have a meaningful impact on L2 teachers development Starting with a clear definition of praxis oriented pedagogy the authors lay out a theoretical foundation and document how appropriately designed praxis oriented L2 teacher education pedagogy supports the development of novice teacher reasoning Drawing from a longitudinal study of L2 novice teachers chapters address the teachers understanding learning and cognitive development and how their capabilities grow in creating and implementing engaging language learning environments for their ESL students At the core of the book lies a unique set of pedagogical concepts linguistically compact conceptually rich chunks of language that function as psychological tools for learning and teaching By covering teachers changes in understanding reasoning and pedagogical activities the book reveals the role that pedagogical concepts play in praxis oriented pedagogy Essential reading for language teacher educators language teachers and researchers this book makes the VSCT principles that inform praxis oriented pedagogy both clear and accessible *The Overnight Resume, 3rd Edition* Donald Asher,2010-01-12 Call from a headhunter Layoffs getting a little too close for comfort Hear about a great new internal opportunity Getting out of the military Or just frustrated and wonder if

you could do better someplace else This is the definitive guide to getting you on the market fast The third edition of The Overnight Resume has been completely revised and updated for everyone from entry level to the executive suite who is serious about getting an interview and landing a job Tip 1 Never use the term entry level in any resume For hundreds more tips that suit your particular case just look inside Information you ll find nowhere else includes How to beat other jobseekers at 1 000 to 1 odds How to launch a full scale job search within 24 hours How to access the hidden job market where the best jobs are What returning parents and returning prisoners have in common How to beat resume sorting software Online resumes HTML scannable and portfolio versions Differences between East Coast and West Coast resume styles How to look like a local from anywhere in the country How to Thrive as a Library Professional Susanne Markgren,Linda Miles,2019-10-21 Whether you are planning to enter the field of librarianship or are a seasoned veteran your success requires conscious planning With its big picture approach this guide shows you how to manage your career to optimize professional fulfillment This book is a practical and straightforward approach to finessing your practice with easy to implement takeaways Covering topics that range from determining a career vision and cultivating relationships to using narrative to make connections and employing mindfulness compassion and self forgiveness this book will help librarians at all stages of their careers to take charge and forge their own way in the vast and shifting landscape of information science You will discover new perspectives gain knowledge and prepare to take decisive action to further your professional practice You also will be prompted to consider new ways of thinking about your current practice as well as where you want to go By developing a deliberative approach to building a practice you will come away ready for action and with a new perspective on yourself your work your organization and the community you serve **Reference and Information Services** Melissa A. Wong,Laura Saunders,2020-05-04 This revised and updated sixth edition of Reference and Information Services continues the book s rich tradition covering all phases of reference and information services with less emphasis on print and more emphasis on strategies and scenarios Reference and Information Services is the go to textbook for MSLIS and i School courses on reference services and related topics It is also a helpful handbook for practitioners Authors include LIS faculty and professionals who have relevant degrees in their areas and who have published extensively on their topics The first half of the book provides an overview of reference services and techniques for service provision including the reference interview ethics instruction reader s advisory and services to diverse populations including children This part of the book establishes a foundation of knowledge on reference service and frames each topic with ethical and social justice perspectives The second part of the book offers an overview of the information life cycle and dissemination of information followed by an in depth examination of information sources by type including dictionaries encyclopedias indexes and abstracts as well as by broad subject areas including government statistics and data health and legal information This second section introduces the tools and resources that reference professionals use to provide the services described in the first half of the text **You Got This**

Lisa Kleiman, 2019-08-27 Inspiring and Authentic Boring and Incomprehensible Which of these phrases best describes your speech presentations Lisa Kleiman is a speaking consultant with a passion for communication She has coached hundreds of individuals and facilitated classes workshops and seminars across the globe In *You Got This* she shares her secrets about stepping out in front of any group and successfully delivering your message with clarity confidence and authenticity Filled with worksheets and helpful tips *You Got This* helps you prepare for every possibility from big picture issues like determining your audience to the smallest details such as the clothes you'll wear Lisa's easy to use guide gives you all the tools you need to present a speech that delivers including the following Managing speech anxiety Planning speech writing and practicing Strategies to becoming a better presenter Knowing when and how to smoothly adapt your message during your speech Effectively planning managing and addressing audience questions Speaking authentically and using humor effectively And more Not just for formal speeches *You Got This* also includes advice for employment interviews wedding toasts and other impromptu speeches that everybody encounters at some point in their lives Say goodbye to the often incapacitating stress of public speaking With these practical and strategic guidelines you will triumph every time Recent graduates just starting out in their careers and repeat veteran speakers who continually struggle with crafting impactful presentations will want this must read on their bookshelves

Crafting Qualitative Research Questions Elizabeth (Betsy) A. Baker, 2021-12-12 The essence of research design is the ability to articulate your research question The research question is the precursor to the study and a well crafted question encapsulates all of the design elements for that study Based on more than 20 years of conducting research collaborating with colleagues to formulate research projects and experience advising doctoral students author Dr Elizabeth Betsy A Baker forged a research design heuristic which she introduces in this book She starts by dissecting the anatomy of a qualitative research question outlines the role of paradigms in research design describes strategies to use the anatomy as a design heuristic and provides sample cases that track the decisions two researchers made while formulating a qualitative question The book concludes with advice on how to move from the research question to the proposal Throughout the author provides handy worksheets that readers can complete as they work on crafting their own research question

The Indispensable Librarian Douglas A. Johnson, 2013-05-09 This readable and practical book examines the changes in school libraries brought by the digital revolution and describes how new and experienced librarians can take advantage of them Both a book of practical solutions to today's budgetary and staffing problems in school libraries as well as an advocacy book *The Indispensable Librarian Surviving and Thriving in School Libraries in the Information Age* Second Edition provides a practice based overview of all management topics that also supplies real world scenarios step by step instructions and pragmatic solutions to specific problems In this follow up to his original book Doug Johnson offers more practical methods and sage advice for leveraging technology's popularity and effectiveness to build stronger programs and cultivate beneficial professional connections and friendships He defines and clarifies the role of the school library media

specialist in a technologically enhanced school providing relevant examples and useful advice on a variety of topics and underscores the importance of strong management skills especially regarding collaborative planning and communications The book is written especially for K 12 school librarians both new and experienced and is also suitable for pre service librarians as a textbook Teaching While White Laura A. Roy, 2018-10-16 This book endeavors to cultivate activism literacies in White teachers in order to disrupt the system of white supremacy and racial oppression in education This book focuses primarily on White teachers responsibility in becoming advocates for and accomplices to communities of color Through the lens of Critical Race Teacher Activism CRTA this book seeks to support teachers in critiquing and transforming pedagogy and curriculum in predominantly white spaces in order to interrupt the single story and amplify voices that are marginalized silenced or omitted from curriculum Taking the Lead Kyle P. Meyer, Rob Kramer, 2022-12-09 This practical insightful title is a must read for anyone interested in or recently appointed to a leadership role in an academic medical center Taking the Lead A Guide for Emerging Leaders in Academic Medical Centers represents the highly accomplished authors more than 60 years of collective insights about leadership and leading effectively in an academic medical center environment The authors present creative and highly applicable themes synthesized from their knowledge career experiences unique reflections practice mistakes and observations of successful and not so successful leaders The result is a book of leadership wisdom a wealth of ideas concepts and insights to inform the reader s career journey and to become the best leader they can be Organized in five parts this work examines the successful leadership transition in the unique and sometimes perplexing academic medical center environment Informal conversational in tone and often engagingly humorous Taking the Lead A Guide for Emerging Leaders in Academic Medical Centers represents a concise and invaluable introductory read for the next generation of leaders as well as a helpful resource for experienced healthcare leaders

Coming Home Your Way Rick Malleus, Marina Micari, 2018-07-18 Coming Home Your Way offers college and university students returning from an education abroad experience a wealth of pertinent information opportunities for meaningful reflection and practical guidance on making the most of their time abroad Grounded in research and addressing an array of aspects of education abroad including intercultural communication changing relationships and career impact Coming Home Your Way will be an invaluable tool for any student planning experiencing or returning from a stay abroad Drawing from theory and research from multiple disciplines and real world experiences of students who have studied abroad the volume addresses key themes critical to understanding reentry including individual differences in taking in experience communication patterns and approaches the reentry transition the nature of relationships in reentry bridging reentry and career and more Within each chapter are opportunities for self reflection that allow readers to integrate the ideas presented into their own experience Compelling short fictional accounts add flavor and detail that bring theory to life Coming Home Your Way provides a window into the complex experience of intercultural reentry Reentry from an education abroad

experience can be a period of intense growth and can feel disruptive and confusing while it's happening. The authors explain and explore these complexities in a conversational style that will engage students and with the rigor expected by their instructors. Like no other book currently on the market, *Coming Home Your Way* will give college and university students insight into the challenges and intercultural opportunities that reentry offers.

The Ultimate Guide to Sales Training Dan Seidman, 2012-01-11 The Ultimate Guide to Sales Training is the go-to reference for sales managers, sales trainers, sales coaches, and sales consultants who want to increase a sales force's productivity by using these proven techniques: Building Mental Flexibility, Anchoring Concepts for Easy Recall, Encouraging Behavioral Change. Covering a wide range of topics, The Ultimate Guide to Sales Training shows how to develop a selling system, prospect effectively, and qualify and disqualify prospects. The book also covers information on using power, questioning techniques, handling objections, and includes solution selling guidelines and ideas for creating and delivering potent presentation practices. In addition, the author covers such hot topics as managing reps' attitudes and how to close the sale. He also includes suggestions for overcoming buyer resistance and making change occur, as well as getting beyond barriers that block decision makers, and much, much more. Praise for The Ultimate Sales Training Handbook: This book should be on the desk of every sales manager and sales trainer. Dan Seidman created a treasure chest of ideas, concepts, skills sets, and motivation tools that are ready to be converted into cash. Gerhard Gschwandtner, founder and publisher, Selling Power Magazine. Sales professionals throughout the world will discover performance improvement through this training encyclopedia. Dan Seidman is helping make sales training a major strategic driver for all organizations. Tony Bingham, president and CEO, ASTD. Each chapter just might be the one piece that plugs the gap in your team's performance. Dan is truly earning the title Trainer to the World's Sales Trainers. Willis Turner, CAE, CSE, president and CEO of Sales Marketing Executives International.

The Secret to Getting a Job After College Larry Chiagouris, 2011-03-04 Includes exclusive online content. Cover

The Complete Guide to Recruitment Jane Newell Brown, 2011-07-03 Recruiting the right people is one of the most important activities organisations can undertake. Getting it right can mean fast, healthy growth and the fulfilment of business goals; getting it wrong can mean heavy costs, sinking morale, and stunted growth. The Complete Guide to Recruitment is a practical self-help guide to best practice in recruitment. With international case studies demonstrating how recruitment contributes to business success, it covers every aspect of the recruitment process, including developing an effective recruitment strategy, relationship building for long term hiring, assessing and selecting candidates, designing the contract of employment, and creating a great place to work. Also incorporating a broad range of sample adverts, contracts, and assessment tests which are available to download and edit, The Complete Guide to Recruitment is ideal for companies of all types and sizes who want to attract and retain top talent.

Survival of the Savvy Rick Brandon, Marty Seldman, 2004-12-06 Two of the nation's most successful corporate leadership consultants now reveal their proven systematic program for using the power of high integrity politics to achieve

career success maximize team impact and protect the company's reputation and bottom line Each day in business a corporate version of survival of the fittest is played out Power plays turf battles deceptions and sabotages block individuals career progress and threaten companies resources and results In *Survival of the Savvy* Rick Brandon and Marty Seldman provide ethical but street smart strategies for navigating corporate politics to gain impact with integrity helping readers to Identify political styles at work through the Style Strengths Finder and avoid being under or overly political Discover the corporate buzz on you and manage the corporate airwaves Decipher unwritten company rules and protect yourself from sabotage and hidden agendas Build key networks to promote yourself and your ideas with integrity Learn to detect deception and filter misleading information Increase your team's organizational savvy influence and impact Gauge the political health of the company and forge a high integrity political culture In addition *Survival of the Savvy* helps individuals discover and overcome their own political blind spots and vulnerabilities They learn step by step methods to avoid being underestimated or denied full recognition for their achievements It shows them how to put forward their ideas and advance their careers in an ethical manner with a high level of political awareness and skill After reading this book you will never have to say I didn't see it coming Organizational savvy is a mission critical competency for the complete leader This timely and timeless book provides cutting edge strategies and skills for surviving and thriving as you build individual and company success

Practice Made Perfect: All You Need To Make Money As A Coach! , *Transition Teaming*: Pattie

Noonan, 2014-01-01 Schools and community agencies must work together to provide transition services to secondary students with disabilities Effective transition requires the resources and expertise of adult service agencies community groups employers families school transition specialists teachers and other practitioners This book provides a step by step process and concrete strategies by which secondary special educators can build collaborative relationships with service agencies and others in the community to provide transition services 26 strategies are broken down into specific activities to bring the needed groups and individuals to the table and into transition teams and communicate effectively to plan and deliver transition services that are collaborative effective and sustainable **Methodologies and Intelligent Systems for**

Technology Enhanced Learning, 13th International Conference Marcelo Milrad, Nuno Otero, María Cruz Sánchez-Gómez, Juan José Mena, Dalila Durães, Filippo Sciarrone, Claudio Alvarez-Gómez, Manuel Rodrigues, Pierpaolo Vittorini, Rosella Gennari, Tania Di Mascio, Marco Temperini, Fernando De la Prieta, 2023-08-31 Education is the cornerstone of any society it serves as one of the foundations for many of its social values and characteristics mis4TEL 23 promotes the interaction among the scientific community to discuss applications of Technology Enhanced Learning solutions targeting not only cognitive and social processes but also motivational personality or emotional factors In addition current trends concerning the use of artificial intelligence can help and augment learning opportunities for learners and educators The 13th International Conference on Methodologies and Intelligent Systems for Technology Enhanced Learning mis4TEL 23 technical

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You! Branding Yourself for Success Deondriea Cantrice,2013-09 With globalization and the continuous evolution of technology it is easy to get lost in the shuffle Personal branding is no longer a buzz word it has become essential to achieve the desired success promotion and or clients that you desire You Branding Yourself For Success will provide you with the necessary tools to be visible and occupy a space in the mind of your target audience

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