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INTRODUCE YOURSELF: THE 30 SECOND ELEVATOR SPEECH

The elevator speech is an important marketing tool for capturing a potential customer's attention in a short time-frame and creating a positive first impression, generating interest and establishing your credibility.

A good elevator speech introduces your capabilities and value in a way to present yourself as a professional, following these six steps:

Use this guide to develop the points for your elevator speech. This guide is free of charge and we hope it meets your professional needs.

STEP 1: INTRODUCTION

Who: My name is [name] and you're probably the first time I've connected with a member of [name] before. It's a pleasure to meet you.

Let: you know what I'm doing with [name] and how great [name] and our relationship working in [industry] looks to me.

My: value proposition is [value] and you're probably the first time I've connected with a member of [name] before. It's a pleasure to meet you.

What: you're doing is great and I'm sure I'll have a great experience with you.

Introduce Yourself Sample Engineer

PT Brinkman



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