



Speak on the Spot

Women in Engineering Conference Coaching Circles

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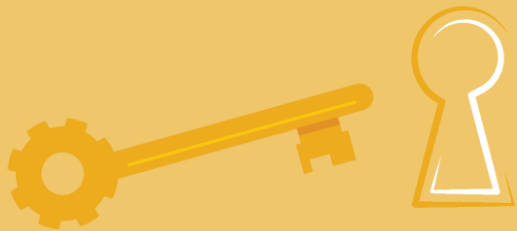
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The Elevator Speech

A compelling introduction about:

- Who you are
- What you do, and
- Why it matters



A Pitch With Purpose

Make a lasting impression in a few seconds!

- ***Elevator Speech*** is your polished, personalized answer to the inquiries:
 - “**Tell me about Yourself**” or “**What do you do?**”
- Share details about you that intrigue listeners, **makes them want to know more** about you.



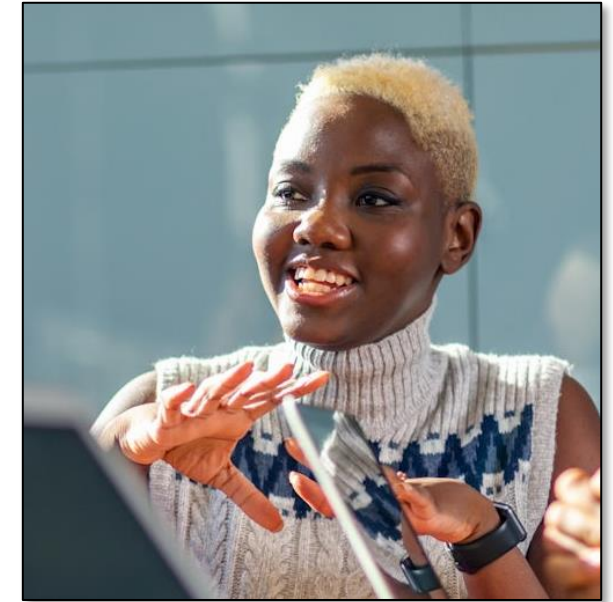
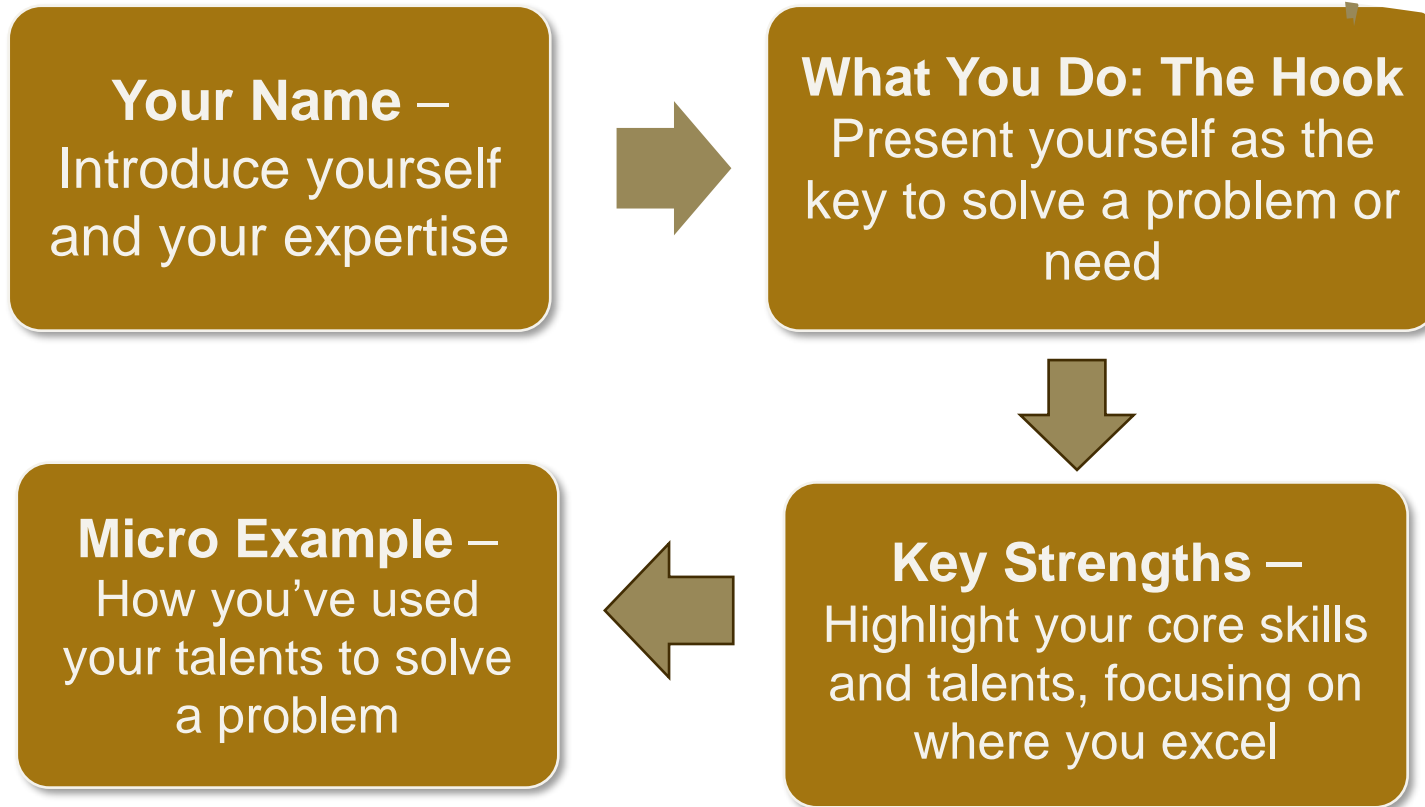
The Power of the Hook!

Describe your role as the *solution to a problem.*

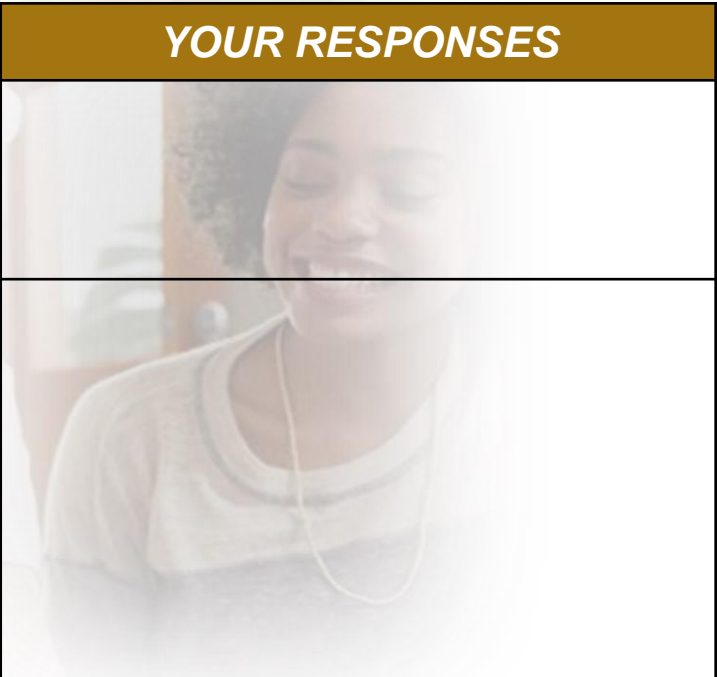
- Accountant: ***'I take the dread out of April 15.'***
- Video Journalist: ***'I bring news stories to life.'***
- Nurse: ***'I help children with social disorders make a best friend.'***



Elevator Speech–Four Elements



Prepare & practice to boost confidence

PROMPTS	EXAMPLE RESPONSES	YOUR RESPONSES
Who are you?	Hello! My name is _____, and I am an _____ (<i>'expert in team-building and problem-solving.'</i>)	
<i>The Hook: What problem do you solve?</i> <i>Share any relevant experience</i>	The Hook: _____ (<i>'I build websites that turn visitors into loyal customers.'</i>) At _____ (<i>company/class</i>), I exceeded _____ (<i>customer satisfaction targets</i>). I listened <i>'to customer concerns, solved complex issues, and delivered personalized service.'</i>	
<i>What is your micro example?</i> <i>Make the Request!</i>	I have experience in _____ & would love the chance to _____ (<i>intern/work</i>) <i>in your organization</i>). May I _____ (<i>call/email</i>) to schedule a time to discuss?	

Turning Your Speech into a Dialogue

- End on an open-ended question (not yes/no).
- Encourage conversation to build connections.
- Understand how you can help the listener.
- Example Questions:
 - ✓ 'What's the biggest challenge you face in your industry?'
 - ✓ 'How did you get started in your field?'





100+ Women Strong want to thank you for attending!

**Post Event Survey
We need your feedback!**

https://whova.com/portal/survey/beach_202503/39969/?token=cc29bda164f04c906fef1f0c83402475623111fd462dbdd68614c3facdbd3426

Connect with speakers on LinkedIn

Introduce yourself, exchange information & ask questions.

**Review ALL
Coaching Circle Slide Decks**

<https://www.csulb.edu/college-of-engineering/coaching-circles-2025>

Connect with us on Linked In

<https://www.linkedin.com/groups/14238580/>

The journey of a thousand miles begins with one step. Lao Tzu