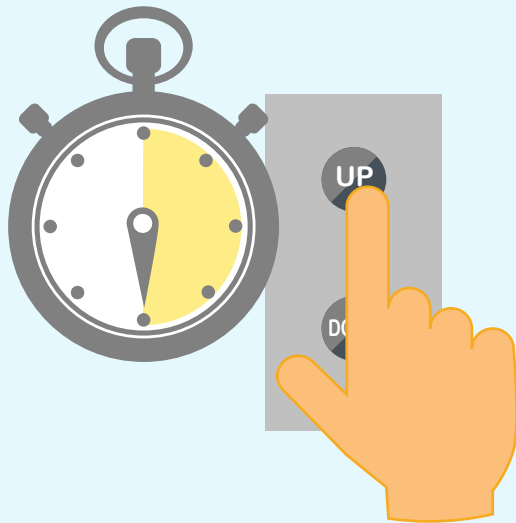




## GOING UP?

It's important to do your research before you connect with a Professional Association so you know about what the Association does and what they offer their members. When you call them or meet a member at an event, be ready to say who you are, what you do, and what you are looking for. Prepare and practice your "elevator" pitch.



### **INTRODUCE YOURSELF:**

Tell them your name, major, school you are attending and when you will be completing your course of study.

### **WHAT YOU NEED AND HOW YOU CAN CONTRIBUTE:**

Explain what you are looking for and how the association might help you. Explain what kind of help or experience you are looking for. Do you want an internship, mentor, informational interview...

### **HOW THEY CAN HELP:**

Make a strong conclusion. What is the next step you want them to take and what you will do to get the help/ experience you need.

Using the information above, develop your personal statement/ "pitch" by writing it out first, and then talking it out. Make adjustments until it sounds and feels right for you. Practice out loud in front of a mirror, in the shower, or in the car. Practice with friends and colleagues till you are comfortable and confident about your pitch.

Write your 100 word pitch below:

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“THE BEST ELEVATOR PITCH IS JUDGED BY WHAT YOUR LISTENER DOES WHEN IT’S OVER.” — CHRIS WESTFALL