



# Elevator Pitch Worksheet

Created by the Making Waves Early Career & Alumni Team

This worksheet can be used to craft your elevator pitch. For an overview of elevator pitches, check out [this handout](#).

*NOTE: Remember that your elevator pitch should be updated to reflect your own changes and discoveries about yourself.*

## **Directions:**

1. Go through each section and answer the prompts that resonate with you and that you want to incorporate into your pitch.
2. Select 2-3 things from each section and compile them into your drafted pitch.
3. Refine your pitch - find ways to connect each part of your elevator pitch so that it flows.
4. Finalize - put it all together and then, practice!

## **STEP 1: Brainstorm**

Go through each section and answer the prompts that resonate with you and that you want to incorporate your pitch. You can answer as many of the prompts as you would like + make additional notes for other things you'd like to include.

| Who am I?                                                                                                                                                                                                                                                                                                               |                                    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|
| <p><b>Prompts to consider:</b></p> <ul style="list-style-type: none"> <li>• Name</li> <li>• Where you're from / grew up</li> <li>• Where you attend school</li> <li>• What you're studying / hope to study</li> <li>• What year in school you're in</li> </ul>                                                          | <p><b>Your drafted answer:</b></p> |
| What do I do?                                                                                                                                                                                                                                                                                                           |                                    |
| <p><b>Prompts to consider:</b></p> <ul style="list-style-type: none"> <li>• What you've achieved that are most relevant</li> <li>• Relevant skills</li> <li>• Values / what you really care about in relation to your career</li> <li>• Passions / interests / what motivates or drives you</li> <li>• Goals</li> </ul> | <p><b>Your drafted answer:</b></p> |
| What's my ask?                                                                                                                                                                                                                                                                                                          |                                    |
| <p><b>Prompts to consider:</b></p> <ul style="list-style-type: none"> <li>• What are you hoping to accomplish with the conversation</li> <li>• Why are you attending this event</li> <li>• Why are you interested in speaking to this person</li> </ul>                                                                 | <p><b>Your drafted answer:</b></p> |

## **STEP 2: Compile**

Select 2-3 drafted answers from Step 1 and compile them in a single drafted pitch.

| Drafted Pitch: |
|----------------|
|                |

**STEP 3: Refine**

Make updates to your drafted pitch so that each element connects and it makes the elevator pitch flow.

| Refined Pitch: |
|----------------|
|                |

**STEP 4: Finalize**

Put it all together and finalize your pitch. Now, practice it out loud until you feel comfortable.

| Finalized Pitch: |
|------------------|
|                  |

**Elevator Pitch Examples:**

**Example 1:** My name is Stephen Curry, I use he/him pronouns. I was born in Ohio but grew up in North Carolina. I'm a sophomore at Davidson College and plan to major in sociology, but I'm not sure what I want to do after graduation yet. I'm passionate about community building and basketball, and I'm hoping to gain internship experiences that would allow me to meld my two passions. I really enjoy the collaborative problem-solving aspects of both community building and basketball and would love to explore opportunities that would allow me to directly serve vulnerable communities. I'd love to hear how you went about determining your career path.

**Example 2:** My name is Megan Pete, I use she/her pronouns. I grew up in Houston, Texas and attend Prairie View A&M University. I'm currently a junior and am earning my Bachelor of Science in Health Administration, and plan to one day pursue a master's in public health. My ultimate goal is to do work that addresses health disparities in communities in Texas. I've had a chance to attend a few healthcare career exploration programs and had an internship at Kaiser last summer, but I'm looking for opportunities with more of a public health emphasis. I'd love your advice on how to go about my internship search or other ways to gain more experience in public health.