

## **The Elevator Speech**

### **Bad:**

“Hi, I’m Shannon Brenner, I am a career counselor. I hold a Master’s Degree in Education have five years of experience in career development. (Who cares!) I’ve worked for a nonpr career center, and am a certified teacher. (So what!) I believe that career coaching can be the catalyst to change your life. (Are you asleep yet?)

See how that was all about me, me, me?

### **Better:**

“Hi, I’m Shannon Brenner, and I help excellent candidates find excellent jobs. For example, helped a client change jobs with a 40% salary increase, I’ve helped a client develop the skill deal with a difficult boss, and I’ve helped a manager devise new ways to keep her staff motivated.”

### **Here are a few more examples:**

An Avon representative who says: “I help women look beautiful.”

Or a business coach that says: “I help you get more clients than you know what to do with.”

Used by an IRS agent: “I’m a government fund-raiser.”

### **Action Steps**

So, here’s what you need to do to craft your elevator speech.

First, write down the “deliverables” -- the services or features that you provide. Then, think terms of the benefits that your clients or employer could derive from these services. You use several successful client outcomes, as I did.

Once you’ve got that written, create an opening sentence that will grab the listener’s attent our Avon representative did above. The best openers leave the listener wanting more information. And you do not have to include your title, especially if you think it has a

# Elevator Speech Samples For Students

**() (Doc) D. D. D. Palmer**



## **Elevator Speech Samples For Students:**

**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 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 **Milstead's Health Policy and Politics: A Nurse's Guide** Nancy M. Short, 2025-10-21 Milstead s Health Policy and Politics A Nurse s Guide Eighth Edition is focused on policymaking and the impact it has on nursing and healthcare This text is an excellent resource for nursing students as it encompasses the entire

health policy process from agenda setting through policy and program evaluation It also explores the impact of social media economics finance and other timely topics on policymaking as well Additionally the authors draw from their extensive experience and provide concrete examples of real life situations that help students understand the link between nursing policy theory and political action Provided by publisher *Becoming a Life Coach* David Skibbins,2007 More than just fixing what ails them many therapists today seek to help clients achieve personal and professional goals and navigate life changes successfully a variety of practice called life coaching This book offers a complete strategy professionals can use to incorporate life coaching into their practices *Becoming a Life Coach* compares the role of the therapist to that of the life coach the role of the patient to that of the client the service of the mentally ill to that of the mentally healthy treatment to collaboration and finally the differences in professional standing between these two endeavors Using real coaching exercises the book teaches therapists everything they need to know to start and maintain a successful coaching practice It includes information about necessary skills tips on integrating coaching and therapy business models marketing advice and more

**Advocacy in English Language Teaching and Learning** Heather A. Linville,James Whiting,2019-01-10 Appropriate for those new to the topic and established scholars this holistic text examines the nexus of advocacy and English language teaching beginning with theories of advocacy covering constraints and challenges in practice and offering a range of hands on perspectives in different contexts and with different populations Bringing together wide ranging and diverse viewpoints in TESOL this volume examines the role of advocacy through a social justice lens in a range of contexts including K 12 classrooms and schools adult and higher education settings families and communities and teacher education programs and professional organizations *Advocacy in English Language Teaching and Learning* offers readers a deeper understanding of what advocacy is and can be and gives teacher candidates and educators the tools to advocate for their students their families and communities and their profession **The Innovation Tools Handbook, Volume 3** H. James Harrington, Frank Voehl,2016-09-19 This book focuses on the creative tools and techniques decisions activities and practices that move ideas to realization generate business value It has a unique leaning on learning and mastering the improvement tools for managing the investment in creating new opportunities for generating customer value It includes the discipline of managing the creative tools methods and processes involved in innovation It can be used to develop both product and organizational innovation This Handbook includes a set of tools that allow managers and engineers to cooperate with a common understanding of goals and processes **Choices & Connections** Steven McCornack,Joseph Ortiz,2019-10-01 *Choices Connections* shows students that communication is an opportunity to connect their words and actions to their choice of who they want to be and what kind of community they want to live in Every element in the text is designed to engage students in the study of communication and help them become resilient confident and culturally conscious communicators *Choices Connections* helps students integrate and apply the most current scholarly research through scenario activities real life

situations and pop culture examples designed to recursively develop communication skills best learned through practice in context The third edition has been extensively revised to ensure that all students perspectives are represented The coverage of gender communication has been overhauled with a reimagined Chapter 3 on Understanding Gender and Culture The mediated communication chapter has also been heavily revised with the latest research *After-School Success* Anne Bouie, 2007-01-18 In this inspiring book Anne Bouie details her work with underachieving urban youth and their families at Project Interface a math and science enrichment program where she developed a unique approach to raising achievement Bouie argues that rather than identifying deficits and dysfunctions in the family a more effective method would focus on strengths and build on the inherent resilience of the community She describes the design and implementation of this collaboratively organized community based after school enrichment program that worked Her insights are a valuable tool for any educational or youth program interested in fostering lasting academic success Book Features include Testimonials from youth staff and parents who participated in a successful after school program Indicators for effective and ineffective implementation based on a field tested model Indicators to help motivate and enable students to put forth effort and try in spite of having failed in the past Strategies to engage families and community members Insights for policymakers and practitioners who may wish to start a program or assess an existing one **Maintenance Planning and Scheduling**

**Handbook, 4th Edition** () (Doc) D. D. D. Palmer, 2019-09-13 The industry standard resource for maintenance planning and scheduling thoroughly revised for the latest advances Written by a Certified Maintenance and Reliability Professional CMRP with more than three decades of experience this resource provides proven planning and scheduling strategies that will take any maintenance organization to the next level of performance The book resolves common industry frustration with planning and reduces the complexity of scheduling in addition to dealing with reactive maintenance You will find coverage of estimating labor hours setting the level of plan detail creating practical weekly and daily schedules kitting parts and more all designed to increase your workforce without hiring Much of the text applies the timeless management principles of Dr W Edwards Deming and Dr Peter F Drucker You will learn how you can do more proactive work when your hands are full of reactive work **Maintenance Planning and Scheduling Handbook Fourth Edition** features more new case studies showing real world successes a new chapter on getting better storeroom support major revisions that describe the best KPIs for planning major additions to the issue of selling planning to gain support revisions to make work order codes more useful a new appendix on numerically auditing planning success and a new appendix devoted entirely to selecting a great maintenance planner **Maintenance Planning and Scheduling Handbook Fourth Edition** covers The business case for the benefit of planning Planning principles Scheduling principles Handling reactive maintenance Planning a work order Creating a weekly schedule Daily scheduling and supervision Parts and planners The computer CMMS in maintenance How planning works with PM PdM and projects Controlling planning the best KPIs KPIs for planning and overall maintenance Shutdown turnaround overhaul

and outage management Selling organizing analyzing and auditing planning      *Trade Show and Event Marketing* Ruth P. Stevens, Ruth Stevens, 2005 Covers all aspects of trade show marketing setting objectives planning promoting executing measuring performance generating leads working with the media following up and much more Real world case studies put the book's tips and techniques into action and forms and illustrations are included where appropriate      National Business Education Association Yearbook ,2007      Seed World ,1928      *American Miller* ,1904      A Sample Case of Humor Strickland W. Gillilan, 1919      Union Labor Advocate ,1909      *The London Corn Circular* ,1929      **A Revolution of Compassion** Dave Donaldson, Stanley W. Carlson-Thies, 2003 Using powerful personal stories and interviews with prominent leaders this well rounded discussion of government funded faith based organizations calls Christians deeper into the journey of bringing God's grace and truth to those who are suffering      *The Farmer's Voice* ,1912      The Farmers' Advocate and Home Magazine ,1924      **In Search of the Perfect Job** Clyde C. Lowstuter, 2007-01-23 Find the Executive Position that Gives You the Opportunity the Challenges And the Competitive Salary that You Deserve In Search of the Perfect Job gives you the edge to land a job that matches your senior level experience and status Fully revised and updated for leaders committed to growth it prepares you for the next step whether you're making a career move or want to take charge of your career so that you won't be blindsided by a downsizing or a new broom A highly motivating guide for executives seeking to make a move or readying themselves for that eventuality If you master the tools provided you will achieve your career goals S Gary Snodgrass EVP Chief HR Officer Exelon Corporation Every executive should buy this book Clyde has accurately positioned executive recruiters as partners and one of the many tools in your search arsenal Edward Santimauro Senior Client Partner Korn Ferry International Lowstuter has distilled a lifetime of coaching into a wonderfully crafted owner's manual for executives committed to optimizing their careers William A Colaianni VP General Director Wal Mart Stores and Amigo Supermarkets San Juan Puerto Rico

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