The Elevator Speech aka "The 30 Second Introduction"

degree in August comfortable workin apply my knowled other candidates you. I got your compared to the compare	of this year. My research lab come g with colleagues from a variety of begin pharmaceutical research, particular may see for this position, my cour name from the online directory of company was going to appear at this and I wonder if you would have	bines several disc eackgrounds. My u cularly cardiovasc gi of the Association of s career fair and	ciplines and I a ultimate goal wor ular treatments. ves me unique of Former Studer was impressed	m quite uld be to Unlike skills in nts, (OR by your
them, and (c) what you	ncluding something unique and dwant. Be straightforward, be dir skeleton of a typical script for a th	ect, and rememb	per to push har	
Hello,	. My name is		I was	referred to you
by	. I'r	n interested	in learning	more about
	. I wonder if you would	have a moment	to share with 1	me any advice,
ideas, leads and referrals.				
are calling/approaching the	em, and what you want:			
I wonder if you wou	ld have a moment to share	with me any	advice, idea	s, leads and

Read it aloud and revise it until you can make it sound natural.

referrals.

Motivator	Quick-witted
Thorough	Outspoken
Leader	Fun
Entertainer	Peace-maker
Sequential	Analytical
Giver	Giver
Risk-taker	Insightful
Colorful	Listener
Detail-oriented	Slow to change
Follower	Adventurous
Focused	Methodical
Exciting	Introspective
Attention to detail	Orderly
Big thinker	
My Top 5:	Which are strengths and which could be weaknesses?

<u>Panther</u>	<u>Peacock</u>	<u>Dolphin</u>	<u>Owl</u>
motivator	motivator	peace-maker	thorough
leader	entertainer	giver giver	detail oriented
risk-taker	colorful	follower	sequential
focused	exciting	insightful	attention to detail
big-thinker	quick-witted	listener	analytical
outspoken	fun	slow to change	methodical
adventurous	adventurous	introspective	orderly

Panther

Natural born leaders, great visionaries. Excel at the big picture and focused and decisive. Bottom line thinkers who don't want a lot of information that confuses or muddles a decision. People oriented but occasionally lose patience with others.

Panthers often act before thinking things through. They are goal oriented and often too bossy and don't listen enough. Panthers need help in keeping balance in their lives because they are so driven. They are disciplined and work hard.

The panther's greatest value is productivity.

Peacock

Peacock personalities are natural socialites, meet people easily and love to have fun and create a happy environment. Peacocks love big events and are the life of the party, being comfortable being the center of attention. They handle chaos well and look at it as an adventure.

Peacocks are not great listeners and need to work on letting others tell their story. They can be disorganized, misplace items and lack focusing on details. They are willing to learn and enjoy challenges and risk-taking.

The peacock's greatest value is fun.

Dolphin

The dolphin personality is a natural giver, great listeners and loyal friends. They value being a part of a team. Dolphins are service-minded but their greatest challenge is not ministering to themselves.

Dolphins don't like change but can tolerate it if it helps the team. They are slow decision makers but stick to their decisions, once made.

The dolphin's greatest value is relationships.

<u>Owl</u>

The owl personality pays attention to detail, preferring tasks over people. They enjoy working or playing alone. They are incredibly observant, independent thinkers and prefer behind – the scenes tasks. Owls don't share their feelings easily.

Owls don't like change nor do they handle it well. They are very detail-oriented. They don't' speak a lot, but when they do they speak wisely.

The owl's greatest value is security.