

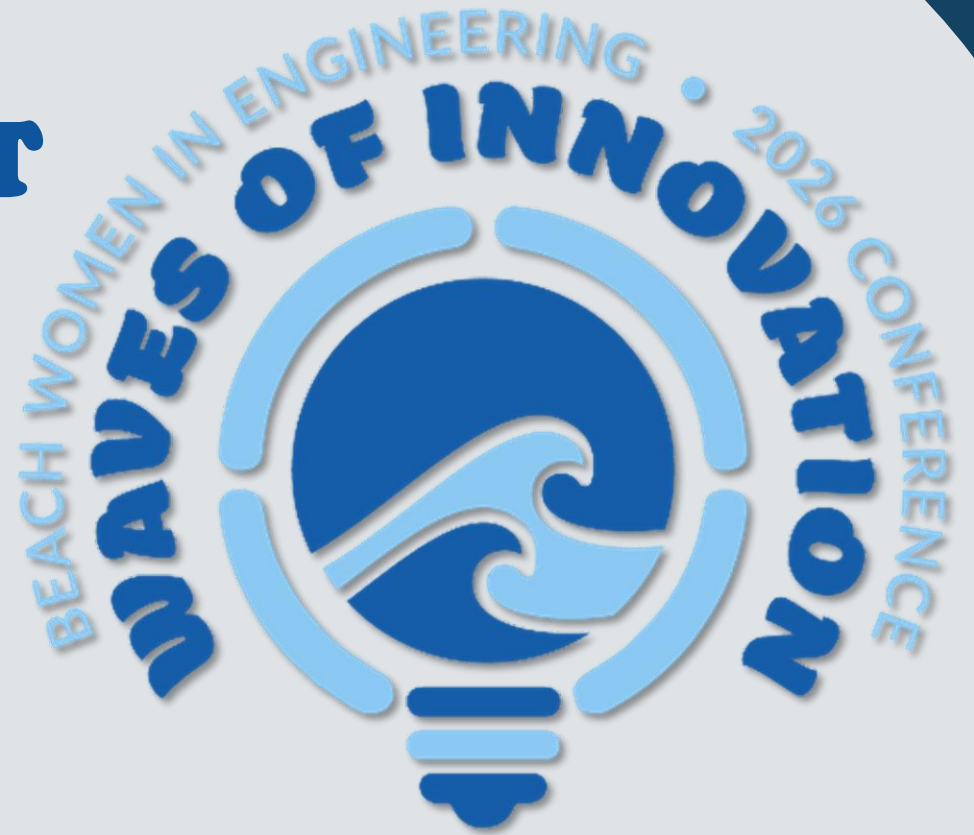
SPEAK ON THE SPOT

PRESENTED BY

100+ WOMEN STRONG

APRIL 10, 2026

CSULB College of Engineering



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THE ELEVATOR SPEECH

A compelling introduction about:

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



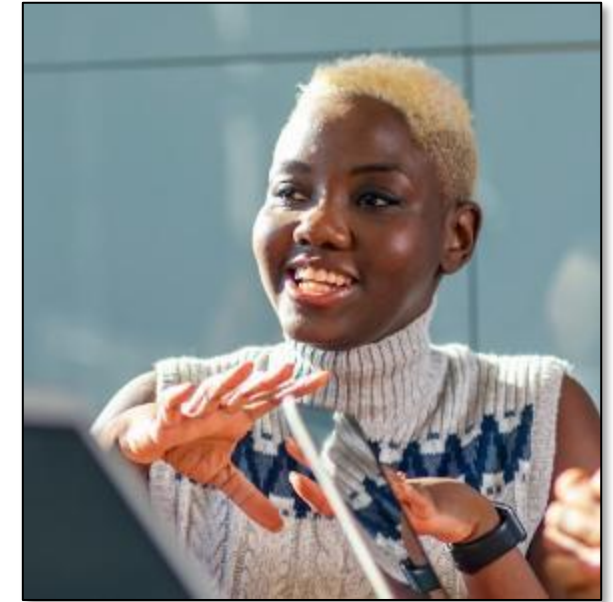
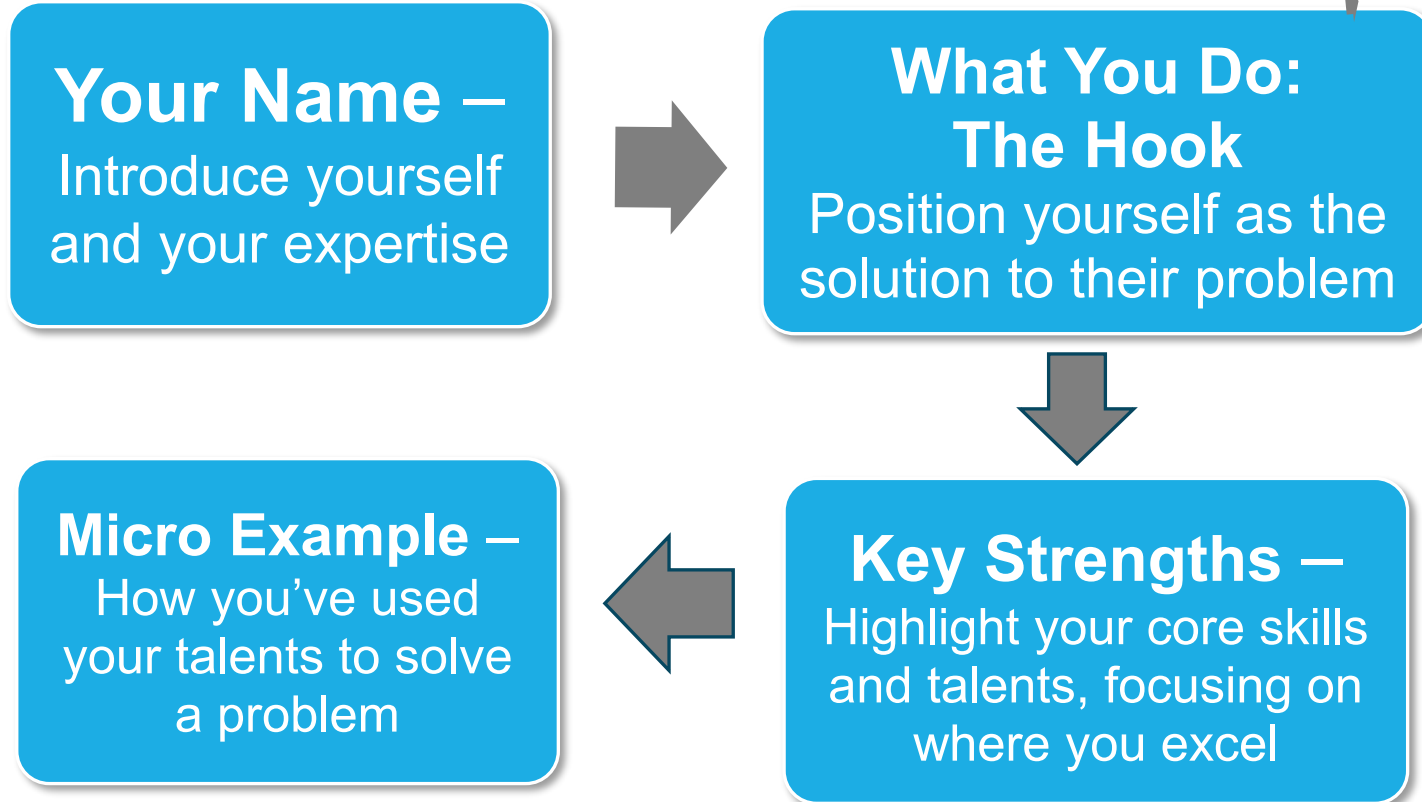
A PITCH WITH PURPOSE

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.



ELEVATOR SPEECH—FOUR ELEMENTS



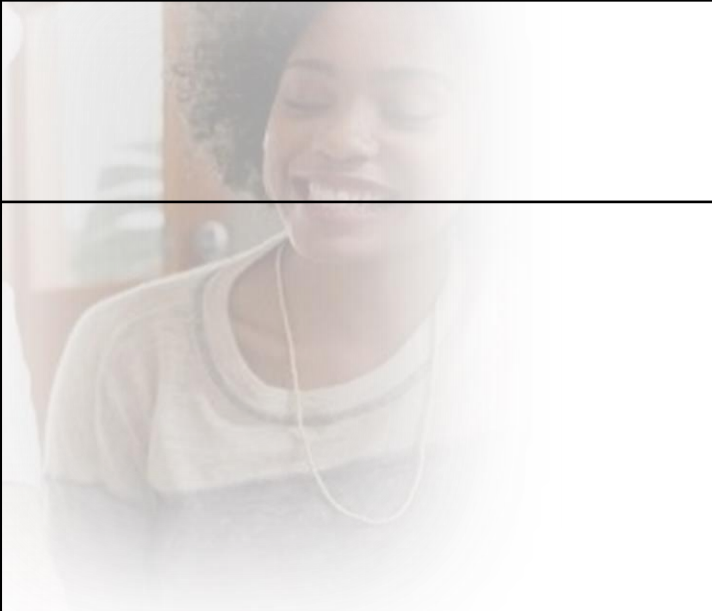
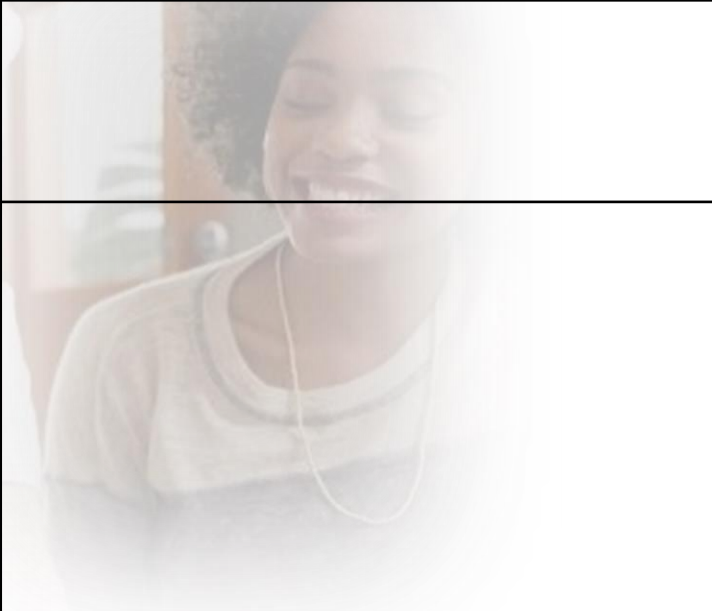
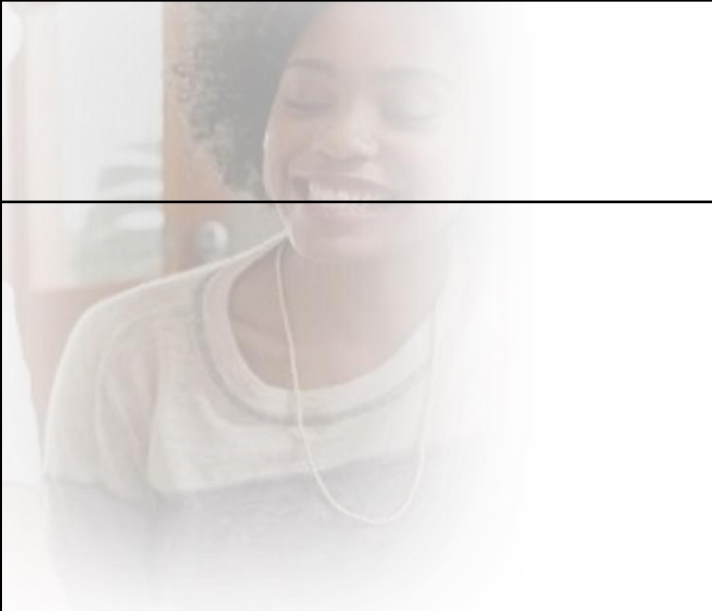
THE POWER OF THE HOOK!

Describe your engineering skill as the ***solution to a problem.***

- Software: ***'I'm the intern who wrote code that works for the customer.'***
- Civil: ***'I design the bridge you never think twice about crossing.'***
- Electrical: ***'I combine math and curiosity to turn a customer's idea into a working product.'***



Prepare & Practice to Boost Confidence

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

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 your industry's biggest challenge?'
 - ✓ 'What inspired you to enter this field?'





100 + Women Strong want to thank you for attending!

Post Event Survey

We need your feedback!

**Complete the survey on the
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Review ALL

Coaching Circle Slide Decks

<https://www.csulb.edu/hung-family-college-of-engineering/coaching-circles-2026>

Connect with speakers on LinkedIn

Introduce yourself, exchange information & ask questions.

Connect with us on LinkedIn

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

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