

22 NETWORKING PITCH

A networking pitch is a tool job seekers use to quickly describe who they are, the type of work they are seeking, and what they have to offer an employer . . . to anyone who might be in a position to help you find a job.

Develop your pitch:

1. Smile and introduce yourself	
2. Name-drop if someone recommended you	
3. State the type of work you are <u>interested</u> in doing	
4. Describe your <u>skills</u> , <u>abilities</u> , and/or <u>positive personality traits</u> related to the type of work you are seeking	
5. Give an example of the types of <u>tasks</u> you could offer a company (and how the company would benefit)	
6. Give an example of at least 1 success	
7. Make a specific request (ask for their advice, ask for an informational interview, etc.)	
8. Thank the person	