Creating Your 30 Second Pitch – Exercise

Components:

- **Your name**
- **Your major/minor**
- **Your year at SJU**
- **Why you chose your major**
- **Your past experiences/career goals**
- **Your strengths & skills**
- **Relate it to the person/employer/company**

1. Example:

Hi, my name is **Jane Hawk**, and I am currently a **sophomore** at Saint Joseph's University. I am a **Political Science Major with a minor in Spanish** and the reason I chose these areas of study are **because I have a passion for helping under-represented Latino minorities and want to use my bilingual abilities and interest in law to help them**. Some of my greatest skills include **excellent communication skills, fluency in Spanish, and strong research skills** and I've had **exposure to the legal field through shadowing two attorneys in my area**. I know that your company, **Fox Rothschild LLP, is known to be one of the nation's 250 largest firms for many years**, so I know I could learn a lot from your team. I noticed you are looking for summer interns, so could you tell me more about your internship program?

2. Now you try! Make it your own and tailor it to the person/company you're speaking to:

Hi, my name is _____, and I am currently a (year: i.e. sophomore) at Saint Joseph's University. My major is _____ (and minor, if applicable), and the reason I chose this major/minor is because _____. Some of my greatest skills include _____, _____, and _____, and I've had experience in (share jobs, internships, campus involvement, coursework, etc.)_____. I know that your company is known for (research the company and find something interesting about them)_____ (OR) I really identify with (aspect of the company; mission statement, values, products, initiatives). I noticed you are looking for summer interns, so could you tell me more about your internship program? (OR) I'm interested in learning more about your company. What kind of opportunities does your company have?

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