

The University of Akron School of Law

Career Service Office

Your “Elevator Speech” – Making a Great First Impression

There really is no second chance to fix a bad first impression. Whether you encounter someone in a fateful meeting or at an organized networking event, you must always pitch your best assets succinctly. Who are you? What do you want? Why do you want it?

Sample Recent Graduate Elevator Speech:

“I’m an Akron native. I graduated from Ohio State with a B.A. in Political Science – with a concentration on the impact of PACs in national elections. After college, I knew I wanted to come home to Akron to continue my education. I chose law school because I thought it would give me a great opportunity to combine my interests in the American justice system with my strong writing and analytical skills. I graduated from Akron Law in May and just found out I passed the Ohio Bar. I am working to land a position in a small law firm setting that will give me real-world context to what I have been studying, and that will let me continue to network with people in the legal and business communities. “

Always include an ASK. After you make your speech, include a specific ask. If you wait for someone to offer you help, you will usually be disappointed. Here are some examples of asks:

1. Will your firm/company/organization be looking to hire? What positions may be available?
2. What type of candidate does your firm/company/organization look for when hiring?
3. Do you have any suggestions as to firms or companies or organizations that might be interested in someone with my experience and goals?
4. May I follow up with you after our conversation today?
5. May I have your business card? Do you prefer to communicate by email or telephone?

Remember, everyone and anyone you encounter can be a source for a lead on a job!