

YOUR PERSONAL PITCH

The first thing you do when you meet someone or are trying to establish a relationship is to introduce yourself. What would you say to make a positive first impression?

EXERCISE 3: MY PERSONAL PITCH

What I know about the EMPLOYER

What I know about MYSELF

What I know about where I want to GO

What I want to know about the OPPORTUNITY

Pitch

Hello, my name is (first and last) and I am currently a (class year) at George Mason University studying (degree program). I am looking for (an internship/job) with your organization.

I am interested in (career field) because (explanation) and have developed skills such as (skill) to help prepare me for the career.

I saw through my research in Handshake that you have (opportunities) that align with my interest. Can you tell me a little more about (insert question)?

10-MINUTE CHALLENGES

These are suggestions for brief activities to advance your career readiness when you don't have a lot of time or feel overwhelmed. You can create a daily routine by completing at least one challenge. Try any of these activities for 10 minutes a day and keep going if you have extra minutes to spare.

Personal Pitch

1. Practice your pitch out loud 1–2 times, focusing on clarity over perfection.
2. Time your pitch to fit within 30–45 seconds.
3. Record your pitch and note one area to improve.
4. Practice in front of a mirror, paying attention to body language.
5. Turn your pitch into a short LinkedIn introduction message.

PREPARE FOR THE EVENT

Remember that employers are looking for enthusiasm, motivation, initiative, communication, and knowledge of their organization. **Prepare for the event and remember these tips.**

Clean It up

Polish your look with well-groomed hair (including facial, if you've got it). Nails should be cleaned and trimmed.

Try It on

Inspect clothing for stains, missing buttons, loose thread, or lint. Remove tags and tailor stitches from new clothes. Clothes should be clean, hemmed, neatly pressed, and fit properly.

Set the Tone

Choose suits in blue, brown, black or gray. Wear comfortable, polished, close-toed shoes, even if it is warm.

Travel Light

Ditch large bags or backpacks. Carry a portfolio, copies of your resume, and a pen. Wear minimal jewelry.

Be Kind

Avoid wearing cologne or perfume or smelling like smoke. Some employers may be sensitive to fragrances. Simply wear antiperspirant or deodorant.

QUICK TIP 💡

Don't forget to do a few things at the end of the conversation:

- Ask what the next step will be and the recruiter's preferred method of contact.
- Ask the recruiter for a business card so that you can follow up.
- Thank the recruiter for their time and for the information they provided you.

AFTER THE EVENT

CONNECT

Say thank you
(email or call)

Send documents or
submit applications

POLISH

Resume

Pitch

LinkedIn and Handshake

REFLECT

Was I prepared?

Did I give my pitch?

What did I learn about a
potential employer?