



The purpose of an elevator pitch or self-introduction is to _____ **COMPEL** _____ the listener to act on your behalf.

The PAR Story Building Technique

PROBLEM _____ Obvious or Hidden

ACTION/ANSWER _____ Only You Have/You Have Done

RESULT _____ Emotions/Feelings - Sensory Words

You can be more direct with regular networking partners. After introducing yourself you might add, “I’m looking for...”

TITLE _____ Formal or General

ASSOCIATION _____ Groups, Network, Social

NAME _____ Company or Personal

Six Steps to Deliver a Successful Self Introduction:

PUSH BACK _____

STAND _____

PAUSE _____

BREATHE _____

LEAN _____

SPEAK LOUDER _____

With Have You Ever, PAR Technique, and I'm Looking For you have three Self-Introductions. Now, write your Self-Introduction here: