



MY PERSONAL PITCH

It is important being able to present yourself in a short and powerful way at any time.

For example, during a management meeting, a workshop, a customer visit, a job interview, but also at a network event.

A handy tool is a **personal pitch**:
a short story about yourself in which you tell people who you are and what you stand for.

With this exercise you will work on your own professional pitch. Please make your personal pitch sharp and to the point! Go for it!

Exercise

Attention! This is a video exercise:

Record yourself using the camera of your smartphone, tablet or laptop.

This is a bit awkward and confronting at first, but believe me, it's so instructive. Don't hesitate, just do it! 😊

Watch your video and assess yourself. What do you see, what do you notice? Are you satisfied? Repeat the exercise until you are completely satisfied.

TIP: now share your video with your supervisor, your coach or mentor, or with another person you trust and ask them for their feedback and suggestions.

TIPS for a powerful pitch:

- ✓ My attitude is open, and I speak clearly
- ✓ I speak enthusiastically
- ✓ I am selective in my information and I only tell what is relevant
- ✓ I choose a clear structure for my pitch

Situation:

You are invited to participate in a round table discussion with participants from various fields. Every participant is requested to present himself, so it will also be your turn.

Assignment:

Present your personal professional pitch in 60 seconds.