



SAMPLE ELEVATOR PITCH

Compliments of Epiphany Coaching

"I am a CFO with 15 years of experience leading the financial operations of several Sacramento-based companies. I have a deep interest and passion for Clean Energy Technology and would like to use my financial expertise to help develop the Sacramento Region's Clean Tech Industry. Would you or someone you know have any insight or contracts within that industry? I'm looking to find someone I can talk to at SARTA, SACTO, or Metro Chamber? Maybe you've also heard of Marquiss Wind Power, or Ecostream? I'd love to find out more about those companies, if you think of anything that might help me, contact me – here's my card. Can I get your card too?"

It is not the script, but rather the vital information woven into a conversation that allows people to effectively respond.

Be clear as to what you are looking for it allows others to help you, write your script and practice it! Obviously, you will not read your script when having a conversation. However, you will memorize it and make it memorable.

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