

Week 10

Elevator Speech and Vision Board Sharing

YOUTH AMBASSADOR CURRICULUM

WEEK 10: ELEVATOR SPEECH AND VISION BOARD SHARING

CENTER ON YOUTH VOICE YOUTH CHOICE

AN ELEVATOR PITCH IS A BRIEF SUMMARY OR SPEECH ABOUT A SPECIFIC TOPIC

A QUICK SNAPSHOT OF INFO

KEEP IT SHORT

HAVE A FEW KEY POINTS

HAVE A CLEAR MESSAGE

WHY IS IT CALLED AN ELEVATOR PITCH?

IT SHOULD TAKE THE SAME AMOUNT OF TIME AS AN ELEVATOR RIDE

PRACTICE YOUR PITCH WITH SOME FRIENDS

KNOW YOUR AUDIENCE

GROUP OF LISTENERS

INFLUENCES WHAT YOU SAY & HOW YOU SAY IT

TAILOR YOUR PITCH TO YOUR AUDIENCE

IT'S IMPORTANT TO HAVE CONFIDENCE IN WHAT YOU'RE SAYING

BODY LANGUAGE MATTERS

HOW YOU CARRY YOURSELF

BE PREPARED TO ANSWER QUESTIONS & PROVIDE ADDITIONAL INFO

HAVE YOU DEVELOPED YOUR ELEVATOR PITCH?

GIVE THEM A BUSINESS CARD, BROCHURE, OR FLYER

HELLO! DO YOU HAVE A MOMENT TO TALK ABOUT ALTERNATIVES TO GUARDIANSHIP?

SURE!

MAKE A CONNECTION

THANK THEM FOR THEIR TIME

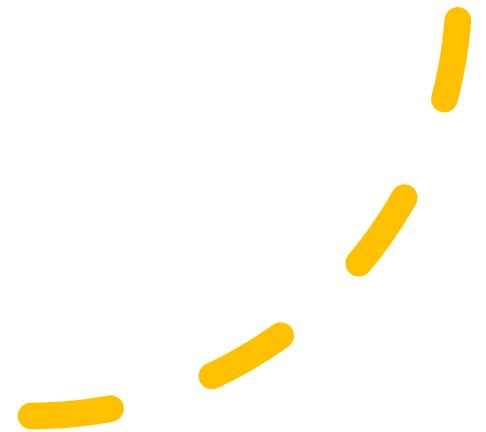
FOLLOW UP WITH A CALL OR AN EMAIL

BODY LANGUAGE TELLS YOU A LOT ABOUT WHAT YOUR AUDIENCE IS THINKING

SOON TO BE

Artwork courtesy of Gabby Melnick with Sangha Unity Network

Icebreaker—



Vision Boards sharing



Learning Objectives



Learn what an elevator speech is



Learn how to create your elevator speech

Words for the Week

Elevator speech

Personal Communication Style

Audience

Confidence



The elevator
speeches of
your trainers

Public Speaking/ Performing- what have you done so far?

Have you performed at a concert
(band, orchestra, choir)?

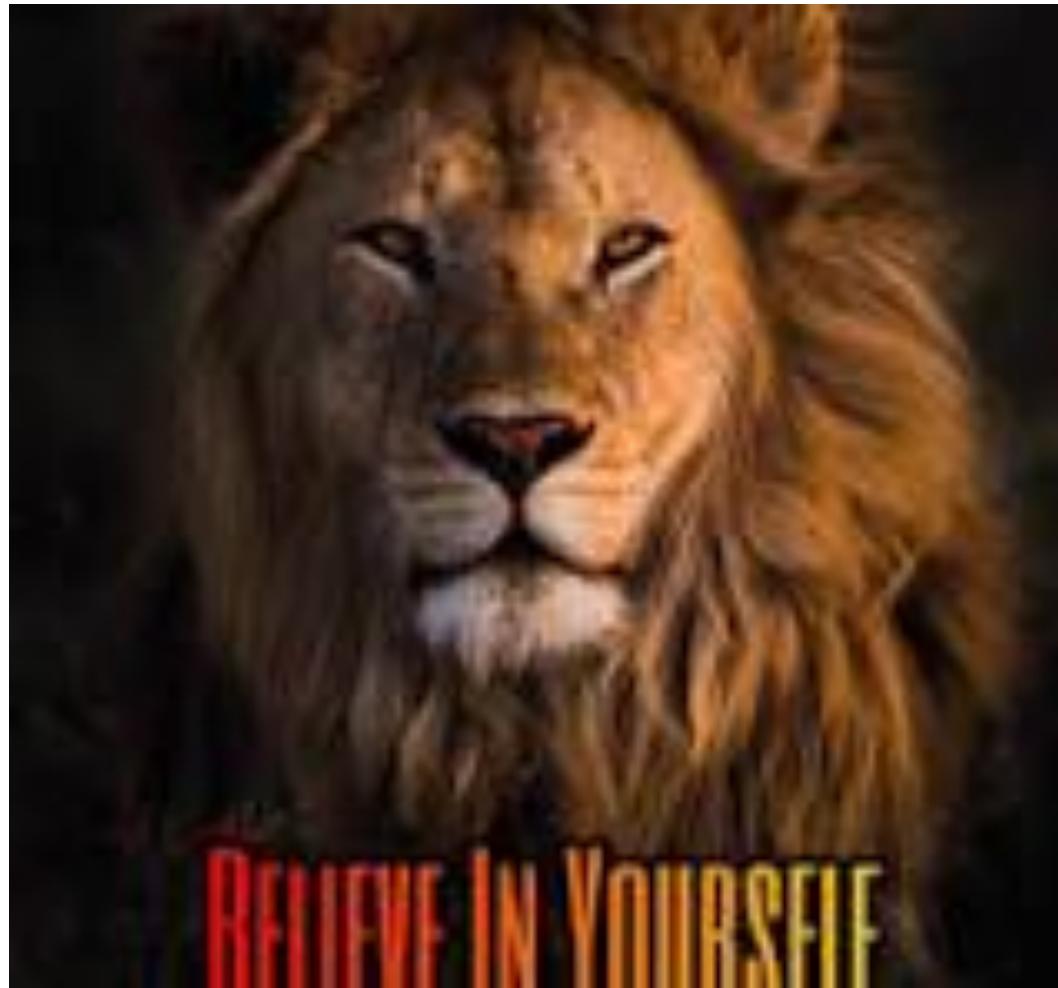
Have you done a speech at school?

Have you presented in front of 10
people? 25 people? More than 100
people?



Attract the right audience

- Know who your audience will be
- People will get involved if they feel there is a common bond between them and you



Believe in Yourself

- Confidence comes from practice and experience- you have the lived experience and you know this topic- you're the expert

Be prepared for follow-up

- Be prepared for questions
- Be prepared to give information about alternatives to guardianship



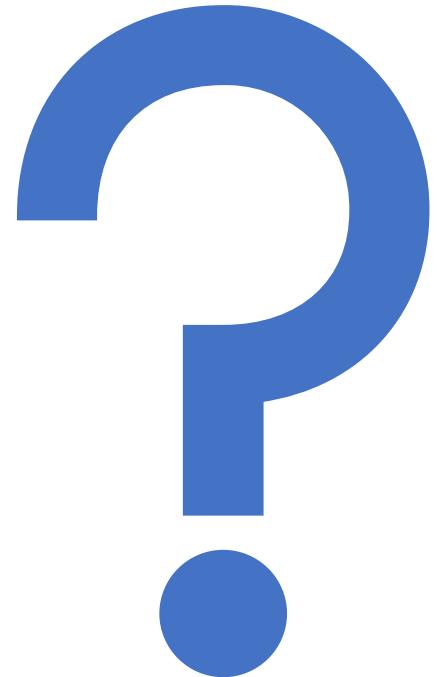
Giving your speech

- Practice your speech to a group of friends
- Was your speech short and to the point?



Discussion

Do you already
have an elevator
speech



Any questions?

About

The Center is a project of the Institute for Community Inclusion at UMass Boston (ICI) in partnership with:

- Center for Public Representation (CPR)
- Self Advocates Becoming Empowered (SABE)
- Human Services Research Institute (HSRI)

in consultation with experts from:

- Harvard Law School Project on Disability
- Georgia Advocacy Office

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The content of this document does not necessarily represent the policy of ACL or HHS.

For more information

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The Youth Ambassador Curriculum was written and administered by Self Advocates Becoming Empowered in consultation with CYVYC partners.

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