

Examples of Elevator Speeches

Financial Advisor

Let me give you a quick example. I met someone at a party recently who was in so much debt he was having trouble paying his monthly bills. As a result of my free in-home consultation I was able to consolidate their debt so they are paying it off 9 years earlier while also saving \$450 per month. My name is _____ and a great referral for me is someone who's having trouble paying their monthly bills.

Business Lawyer

I have a broad business practice so let me give you an example. I was working with a guy who originally called me to handle a trademark matter which we took care of. As I got to know his business, it turned out that his larger issue was that his PhD employees were stealing his ideas and he didn't have any agreements in place to prevent it. I worked with him to create non-compete and non-disclosure agreements to protect his intellectual property and his business. My name is _____ and I'm a business lawyer who specializes in keeping you out of court.

Commercial Real Estate

I have a broad based practice, so let me give you a specific example. I was called in four months before the grand opening of the Ritz Carleton in Boston to transition it from construction project to operating hotel. While four months is not usually enough time for this type of project, I hired and trained the staff such as concierges and doormen, wrote the operating manuals on what to say and how to dress, and made sure that the hotel, theater, and retail space systems all worked smoothly together. The hotel opened on time. My name is _____ with _____, and a great referral for me is a commercial construction project that's within a year of its grand opening.

Interior Designer

I work with people who are renovating their bathrooms. I create shower enclosures, sinks, and backsplashes made entirely of glass. If you're wondering what a glass sink looks like, please come ask me to see an example. My name is _____ and I design renovations in glass.

Project Management

Let me give you an example of one of my most successful projects. I was leading a virtual team across 3 competing companies in a project mandated by the European Regulatory Agency. My role was to plan and lead the monthly meetings where we decided how to test and validate our methods and where the labs compared their data. I am happy to report that we came up with a methodology that became an international standard, despite one company's up-front stated goal to drag the project out as long a possible. My name is _____, and I am interested in taking on scientific challenges in an emerging biotech firm.

Realtor®

The simple answer is that I manage the millions of details involved in getting a house ready to show so that it gets the best possible price. Let me share a recent example. I was doing a walk through with a client and realized that he was so overwhelmed by the other details that he had overlooked a critical issue: His oil furnace was a fire hazard. We were able to fix the furnace so that it didn't become an issue at the open house. If you would like a free report with 29 tips for getting your home sold fast (and for top dollar), you can visit the reports section of my website: _____. My name is _____ and I'm a Realtor® with _____.

Sales

I was working with a homeowner who didn't want to replace her water heater before selling her home, but knew that it could be a sticking point with a buyer. She purchased our home warranty which meant that both she and the buyer were protected, and I'm happy to report that the the sale closed smoothly and on time.

Still Stuck?

We can help you! Just message us at Do It Yourself Social Media.



DO IT YOURSELF
SOCIAL MEDIA