# Creating an effective

# **ELEVATOR SPEECH**

The elevator speech – so named because it describes your organization's work in the time span of an elevator ride – can be a vital tool to introduce your vision and message.

### OPENING

You want a hook to pique the listener's interest, or a quick tag line to encapsulate what you are about to say.

### THE NEED

Define the task at hand in clear simple terms to illustrate the purpose of your work.

### SOLUTION

Explain concisely what you are doing about the problem. What is the unique value your organization brings to the table here?

## ACTION

Does your organization's approach match the scale of the problem? Close with an invitation to your listeners to be part of your solution. What can your audience do to engage, assist, or support your work?

It's not about "dumbing down" your work – it's about **opening it up** so that others find it relevant and interesting.

# **Occupational Therapy Elevator Speech**

**Huangqi Zhang** 

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