

# The Elevator Pitch

You've got seconds, maybe minutes...  
what do you need them to hear?



Attention spans are getting shorter and shorter. People are busy and being pulled in a 1,000 different directions by bright lights, social media, and life!

You are alone in an elevator with a potential "whale" of a client, your next big connection...What do you say?



- Do I mention the weather?
- Do I hand them my card?
- How about that game last night?

**"BING!" The doors open and they are gone forever.**

Could there possibly be a way to be prepared for these "chance" encounters? Can you learn to come across calm, cool, and collected, loaded with prepared spontaneity?

**"YES!"**

I believe that it is important for you to have a 5 minute pitch, **YOUR STORY!** You've only got moments to grab their attention, intrigue them, and solve a problem.

This same story needs to be told in 2 minutes, 90 seconds, 60 seconds, and condensed down to a single sentence.

Learn how to quickly find links that establishes the opportunities for future conversations and connections.

Get them to say, **"Oh, I see!"** Get them to desire to learn more about what you have to offer.

With over 30 years of Sales and Sales Training experience, I have, literally, been helping people develop their Elevator Pitch for decades.

I work with individuals, one-on one, teams with a common goal, and hosted workshops and breakout sessions bringing greater understanding to this incredibly important skill set.

**Let me help you push the right buttons so that the right doors will open.**

Marty Jalove is an International Life and Business Coach. A euphoric optimist, persistently pursuing his passion of helping hundreds harness happiness.

The list of his speaking awards includes the coveted Toastmasters International Speech Championship, and multiple Humorous and Impromptu Speech Contest wins.

Marty enjoys connecting with groups, teams, and individuals, hoping to help them discover their "inner BACON" ...their Passion, Mission, and Evolution! Then, teach them how to explode with excitement in their education, relationships, career, business, and every aspect of their lives.



**Master Happiness, LLC**

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