

## Elevator Speech: Inviting Self-Assessment Team Members

*You have a 30-second elevator ride to talk with a potential member of your Self-Assessment team. You are hoping to get this team member on board! Use the three elements below as a guideline to create your “elevator speech.”*



**A Warm Beginning and Brief Overview of SA: What is the role of a team member?**

**A Personalized Touch: Why do you need me? What focus can I help with?**

**A clear wrap-up delivered with enthusiasm: What are next steps?**