

The 60 Second Spiel

Have you ever approached a recruiter and wondered what to say? Have you ever tried to network with someone and been at a loss for words?

The same way not studying for a test hurts you when it comes time for the exam, not preparing a verbal summary before speaking to a recruiter leaves you fumbling for words at the wrong time.

Your verbal summary is...**The 60 Second Spiel**

The 60 Second Spiel is a short summary that includes information on your background, your achievements, and your career interests. It is a brief introduction that lets someone know who you are, what you can do for him or her, and what you're looking for. It demonstrates that you are prepared and articulate. It helps beat out the competition!

So, what should be included?

- 1) Your name
- 2) Your major/degree
- 3) Your top skills or experiences
- 4) What type of position you're looking for (job title or description)
- 5) An ending statement or question

Some examples:

(Do not copy these exactly...use them as guides only. Obviously, if everyone were to copy them exactly, your 60 Second Spiel would lose its unique charm.)

"My name is Patricia Blum. I'm graduating in May with a Bachelor's degree in Chemical Engineering. I've spent the last four months working as an intern with BP where I researched catalyst fluidization properties and I'm looking for a position where I can work as part of a team to provide engineered solutions to problems and travel occasionally. Would I be able to do that at ExxonMobil?"

"Good morning. I am Nick Martinez and I am looking for a progressive company where I can incorporate both my PhD in Chemistry degree and the research I performed with my multidisciplinary team that designed and synthesized coactivator binding inhibitors and novel ionic liquids and investigated their properties. My research advisor often remarked that I am very tenacious about solving fastidious problems. I'm also very organized and enjoy interacting with others on teams. Do you have positions for Organic Chemists with my qualifications?"