

## **Intro - 10 mins**

The word Advancement itself really is recalling that this is a process of moving something forward. As a Christ-centered ministry, Global Scholars is unique in its approach to advancement from its Biblical view of it.

Advancement of the kingdom of God comes through a very similar process. We are called to be “fishers of men/people”. As such we know this advancement will take on an element of unknown. This is where we must be obedient in casting the net out even when we do not see any fish. Our responsibility is to cast the net (obey and trust in God). As Global Scholars Staff, we all have a responsibility to the mission.

Elevator pitches are an invitation to be a part of your organization, not just a solicitation. Explaining what you do, why it’s important and how someone’s involvement is an opportunity to be part of a larger vision, will create more excitement around your mission. Use elevator pitches as moments to highlight your passion and infuse others with the same electric energy for your cause.

## **Elevator Speech Assignment - 5 mins**

### **Can you answer these questions at a moment’s notice?**

What does Global Scholars do?

What do you do?

Why are you a part of Global Scholars?

### **What is an elevator speech?**

An opportunity to connect and share vision

A chance for someone to get to know you

A chance to get to know Global Scholars

It is short 30-60 seconds

An introduction and chance to highlight your passion and get someone excited about it as well

Think of these moments as “elevator speak” rather than an “elevator speech”

Who you are and what you do as interconnected, you represent Global Scholars and Christ

### **What is NOT an elevator speech?**

It is not a time to make an “ask” or come across as “needy”

It is not a chance to talk highly of yourself or brag It is not lengthy

## **Assignment:**

### **Part 1 - Craft the Message (10 mins)**

1. Craft a 30-60 second message
2. Include:
  - Who you are.
  - What you do.
  - Why you do it.
  - Vision of Global Scholars.
  - Time for them to process.
  - Your business card.(If appropriate, ask to have lunch or coffee... but without asking...)

### **Part 2 - Rehearse (15 mins)**

1. Rehearse, rehearse: let's try it out. Practice with a partner, then evaluate, then we will share as a group.
2. Be honest, share honestly and be real (if you try and push the message too much it can sound false)
3. Sometimes, less is more, leave them with questions so they want to talk more (now or later)
4. Lighten up. Smile. Focus on the content (and be content) of what you're saying and your commitment to the cause. Trust God to soften hearts.

### **Part 3 - Evaluate**

1. Learn from others
2. Remember we are all human and growing in our abilities in this area.
3. Listen to the elevator speeches
4. Evaluate (give feedback)

#### **Evaluate for the following:**

- Stated name and role (summarized who they are)
- Clearly shared vision of Global Scholars
- Timing and pace of delivery was effective (not too short or too long)
- Voice was clear and delivery was effective
- Came across as warm and likable

Comments: \_\_\_\_\_

### **Part 4 - Share as a group**