



Building Your Sales Pitch

Use this worksheet to build a sales pitch you can use for networking. This lesson assumes you have completed the “Build Your Value Proposition” exercise. From that work fill in the answers:

1. Ideal Client:

2. Pain:

3. Product or Service:

4. Benefits:

5. Value:

Complete Your Pitch

Take the answers above and create your value prop.

Hi I'm (YOUR NAME)_____

I'm a (YOUR TITLE)_____

that helps #1_____

by providing #4_____

Through #3_____

Do you have #2 _____?

NOTE: After you ask the question, listen. Don't interrupt!

Be Yourself, Add Value, Make Sales

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