# Lesson 1: Introduction and The Elevator Pitch

### I. Choral Reading (10 minutes)

**Introduction:** "Welcome, everyone! I'm very happy to start this class with you. Our goal is to improve your English skills for your jobs. We will focus on pronunciation and confidence. Every class will be fun and a little different. We will use games and activities to help you speak more easily. Let's practice together every week. Now, let's begin!"

#### II. Icebreaker: Categories (10 minutes)

**Instructions:** I will say a category, for example, "Fruits" or "Things you find in a factory." Going around the room, each person will say one word that fits the category. If you repeat a word, say a wrong word, or take too long, you are out. The game continues until one person is left.

#### **III. Introducing the Elevator Pitch (15 minutes)**

**Teacher's Introduction:** "Today, we will start a new activity that we will do every class. It is called an 'Elevator Pitch.' It is a short speech to introduce yourself, your job, and your goals for this class. It's called an 'Elevator Pitch' because it is short enough to say to someone on a short elevator ride. I will start with my pitch. Please listen carefully:"

"My name is Dan Mills and I work as an English Teacher. I have been teaching for over 5 years, and I'm very skilled at helping students feel confident when they speak. Sometimes, I find it difficult to find activities that are relevant to your daily work life. In this class, I want to learn how to help you get to your goals in a fun and exciting way."

**Explaining the Elements:** "My pitch has four parts, which you will use for your pitch today. **Introduction:** Say your name and your department.

**Credibility:** Talk about your skills or experience. **Problem:** Explain a challenge you have with English. **Call to Action:** Tell us what you want to learn in this class to solve your problem."

## IV. Building Your Elevator Pitch (15 minutes)

Instructions: "Now, you will have a few minutes to build your pitch by answering these questions."
1. Introduction
2. Credibility
3. Problem
4. Call to Action (Solution)
V. Final Elevator Pitch (10 minutes)
<b>Instructions:</b> "Now, use your answers from above to write your complete elevator pitch. Then, we will go around the room and everyone will practice their pitch. Remember, this is a safe place to practice, so don't worry about making mistakes."
My complete pitch: