

Need-Opportunity Presentation Planner

Fill in these boxes to outline a presentation to give to your prospective employer. Where possible, use charts to illustrate the impact of the need and the opportunity you represent.

Describe the employer's need area:

- Size/timing of problem or opportunity.

Describe how you've contributed to resolving this need in the past:

- Where? What was the impact in numbers?

(Describe projects you've done or educational experiences you've had.)

Describe how you would contribute to resolving this need area for your prospect:

- What is the size/timing of the benefit you bring?
- What methods, tools, or resources would you require?