

## NINETY SECOND COMMERCIAL

*Commit to memory the answer to...  
“Tell me about yourself”*

### KEY COMPONENTS

Name  
Years of experience  
Functions/ industries  
Segues:  
I began my career...  
Then I...  
While in this position...  
Most recently...  
What brings me here today is...



*“Presenting your best and highest  
self  
in a minute and a half or less.”*

**Hi I’m Sally Walker...**

I have spent the last 17 years as a human resources consultant, mostly for national or regional consulting firms, but I have also enjoyed the trials and tribulations of starting and running a business.

I began my career with Tech Temps in 1993. It is a Denver based company that places engineers and technical people in temporary positions. I opened up and managed a Phoenix branch office. It was my first “real job” and, if it hadn’t been for my inexperience and fair amount of naiveté, I might have thought twice about doing a start-up as the first step on my career ladder. I didn’t know the “tummy twisting” angst of flipping through the yellow pages looking for clients, cold calling and begging for the time of perfect strangers.

But the challenge of starting from the ground floor and trying to build something from nothing - turned out to be very exciting. I hired 2 recruiters and spent the next 6 years placing designers, drafters, and tech writers for most of the engineering and high tech firms here in the Southwest Desert. We achieved just under \$4K in 6 years and were the “number one” office in a seven office business.

During this time I discovered that what I enjoyed most and what I was best at was helping people who applied to our company create a strategy for finding the best job. I found myself doing this as kind of an interesting



