



A Few Tips



1. Resist the urge to talk in “corporate speak.”
2. Be brief.
3. Use real words that you would really say in conversation.
4. Understand that roughly 93% of Americans have never served in the military, meaning they don’t understand things like rank structures, MOS, abbreviations, or other jargon.
5. Imagine you’re explaining what you do, skills you have, or experiences to a high school student -- how would you describe it?
6. Always think about what THEY want first. Most employers or mentors want: someone biased for action, someone that will be on time, someone that knows how to interact with people, someone they can trust, someone that will deliver what they say when they say it. As a veteran, you have these skills. How can you prove it?
7. Your skills and experiences don’t have to match up EXACTLY. Think more globally about what you bring to the table. Have you managed teams? Were you responsible for equipment? Were you expected to work under pressure? These are skills that are applicable in any field.
8. Don’t use platitudes like “driven” or “good communicator” -- use examples for what you say.