

# MATCH

**Identify 3 key words/phrases** that show what the organization is looking for

**List 2 experiences** that show you match what they're looking for

**Experience 1**

**Experience 2**

# QUALIFY

**Quantify with concrete details**

**Interpret to give meaning ("so what?")**

**Experience 1**

**Experience 1**

**Experience 2**

**Experience 2**