

How to Work a Career Fair or Networking Social

Including advice from Industry

Golf Scramble:

“Try to introduce yourself and allow the individual time to introduce himself/herself. Inquire with PERSONAL questions first, before XXX” -*Rockwell*

“Try to communicate on some social topic that you have knowledge and if necessary can carry the conversation .” -*Rockwell*

“If you commit to follow-up or call the company representative, then do it. If you don't most likely you are done.” -*Rockwell*

“Educate yourself on the company you are interested in. Go to their website and industry magazines to obtain information.” -*GE Supply Logistics*

“Golf Scramble and Socials allow for more informal conversations. However, when you talk to a company at a career fair, keep it on a professional level.”
-*GE Supply Logistics*

“Send thank you emails to the people that you play golf with and to the companies that you talk to at the career fair that interests you.” -*GE Supply Logistics*

“DO spend more time with company representatives (the people you NEVER see), than PAID friends (the people you ALWAYS see).” -*Siemans*

“DO sign up for the golf tournament, even if you don't golf. Many of the company representatives stink at golf, so it's ok if you do too.” -*Siemans*

“DO spend some time at the driving range before the tournament, and read a quick version of the rules if you don't know them already.” -*Siemans*

“DON'T burn any bridges with a company, even if you don't think you want to work for them. It's a small world, chances are good you'll see some of these people again in the business world, and the reputation you establish at these socials will follow you.”
-*Siemans*

“DON'T dress provocatively or slouchy at POET'S even though it's a casual setting. Put some thought into what you wear.” -*Siemans*

“Show Appreciation: be sure to thank the industry guests for taking the time to come out.” -*BP*

“Stay positive: if the weather is bad, be a trooper. Get out there and play anyways. A lot of people have put in a lot of work to ensure the success of the Golf Scramble. Enjoy it.”
-BP

Pool Social:

“Easy on the Alcohol: an obvious one, but worth mentioning...it's a networking event, not a drink fest.” -BP

“Don't Beg: Industry is there to provide some helpful tips for the Career Fair, tell you a little about the company, and yes, occasionally buy a drink or two, but don't simply talk to industry to get free drinks.” -BP

“Try not to spend all your time with one individual or one company. There is a chance that the one company you are talking will not hire you.” -Rockwell

“Avoid being intoxicated if you are drinking.” -Rockwell

“DON'T dress provocatively or slouchy at POET'S even though it's a casual setting. Put some thought into what you wear.” -Siemans

Career Fair

“Research (using internet , individuals, etc.) and know something about the company you will be speaking with.” -Rockwell

“Do not run with a group or your friends from booth to booth. You simply do not interview in groups. Visit companies by yourself and have a business card and/or resume.” -Rockwell

“Introduce yourself and allow the individual time to introduce himself/herself. Ask if the company is interviewing for Interns or full time employment and when they will start the process.” -Rockwell

“It would be OK to ask what attributes / knowledge / skills they are looking for in an interview candidate.” -Rockwell

“Show initiative and ask how you can get on their interview sign-up sheet. Is there any one individual that I should speak with? Do you know who will be doing the interviews?”
-Rockwell

“Follow-up. If you make a commitment to follow-up then keep your commitment. There is a good chance the person you are speaking with wants you to follow-up especially if they gave you their business card voluntarily.” -Rockwell

“Dress professionally and do not stick out. For example, wear a suit to the career fair but don't wear a bright colored tie or shirt. You want the people to remember you for what you say, not for what you were wearing.” -*GE Supply Logistics*

“DON'T under any circumstances show up in anything other than a wrinkle-free, stain-free, *odor*-free business SUIT.” -*Siemans*

“DON'T say, "So, tell me about your company." That makes you look lazy and makes the company do all the work. Prepare ahead of time by conducting adequate company research before-hand. Have a game plan and focus on no more than five companies you are truly interested in. *Tell them* they are a top pick for you, and be prepared to answer the question, "Why do you want to work for us?" -*Siemans*

“Be careful about asking too many questions just to be conversational. Asking too many questions (even if they're good ones) wastes a companies' time because they are there to learn about YOU as much as you are there to learn about THEM.”-*Siemans*

“Maintain good eye contact and offer a firm handshake.” -*Siemans*

“You've got 2 minutes or less to make a good impression. Don't waste your time by *only* asking questions, *only* talking aggie football, or *only* picking up free stuff. Make a lasting impression by talking about your interest in the company, trying to understand what's involved in working for them, and what to do next.” -*Siemans*

“Pick up business cards and follow up with thank you notes and a reminder why you are what they are looking for. Be pleasantly aggressive!” -*Siemans*

“Know your stuff: if you're interested in an internship or full-time position, make sure you do your research. You should know at least what industry the company is in and what positions they are looking for. Hopefully, by talking to the company representatives you can learn more specific information about the job (specific tasks, company culture, locations, etc.)” -*BP*

“Don't waist their time: if you are going to take the time to talk to a company, make sure you understand you're also taking their time. Don't take their time away from other students that are interested if you're not.” -*BP*

“Be yourself: nothing is more distracting than when someone isn't letting their true personality show. Be yourself and it will make a much better impression.” -*BP*

“Proof-read your Resume: having a typo on a resume can literally be the difference in whether or not you get an interview. Enough said.” -*BP*

“Tailor your resume to the job you're looking for: if you're interested in going into a sales position, make sure your resume is reflective of that. For that matter, if you're interested in a specific type of industry or even a specific company, make sure you show that. It would be pretty powerful to see an Objective line that read, "To receive a full-time position with XYZ Company." -BP