# Prepare for Career Fair Success

## Tips for Approaching a Company:

- Begin with your positioning statement/introduction.
- Conclude your introduction by asking an open-ended question.
- Engage in conversation – ask what the person does, etc.
- If you are interested in a function that is different than the role of the person with whom you’re speaking, don’t be afraid to ask if he/she can introduce you to others.
- If the company is conducting interviews during the event, ask for an interview.
- If at first you don’t succeed, try, try again! Be prepared for some degree of rejection. Don’t take it personally...get right back up and keep going!
- Keep an open mind...sometimes a company you hadn’t considered may be the perfect fit.
- Be mindful of the recruiter’s time. If the conversation is going well, that’s great. If not, be respectful and move on to another company.

## Before the Fair | During the Fair | After the Fair
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Attend the career fair prep session | Study the map and highlight your target companies | Send thoughtful follow-up notes – acknowledge what was discussed, what you learned, etc. Help people remember you.
Ensure your resume is top-notch | Bring the right supplies (resumes, business cards, mints, etc.) | Do everything you said you would (complete online applications, assessments, etc.)
Develop a list of target companies and research them | Hit your target companies first | Be professional and persistent
Develop networking connections at your target companies | Find a career coach at the fair for questions and advice | Focus on building relationships for the long term
Polish your intro/elevator speech | Keep at it – be persistent! | Report offers to your career coach!
Pick appropriate clothing (comfortable shoes!) | | 
Prepare for interviews | | |