

## Meet the Firms Networking Tips

### Be Curious

You do not need to stay the entire time, but please allow enough time to speak to all the organizations that interest you. Meet the Firms is a low-stakes way to discover career paths you may have never considered. Though it's nice to have a game plan of which organizations to target, please keep an open mind.

### Be Prepared

To initiate conversations confidently, prepare a short introduction and a few networking questions (see examples below). Do preliminary research if you are targeting specific organizations so that you can ask detailed questions and demonstrate the seriousness of your interest. If you have a great interaction, request contact information (such as a business card or LinkedIn page) that will allow you to follow up after the event.

#### *Suggested Networking Questions:*

- How long have you been in this field?
- What made you want to work in this field?
- What's the best part of your job?
- What do you spend most of your time doing at work?
- What does a typical work week look like for you?
- What skills are most important in your job?
- What advice would you give to your college self?
- What college courses do you wish you would have taken or put more effort into?
- What's the biggest obstacle you've faced in your career thus far?
- What do you wish you could change about your job?
- How large is your firm/company? Where is your firm/company located?
- What's the culture like at your firm/company?
- Do you mainly work in the office, at home, or travel to various locations?
- How much do you interact with clients?
- What professional licenses are most valued in your field?
- When should students start applying to your internships? Do interns rotate amongst different departments? What percentage of interns get full-time offers? How can an intern increase their likelihood of getting a full-time offer?

### Be Thorough

Many organizations have internship applications due shortly after Meet the Firms. Thus, visit [Handshake](#) and the organization's website to apply for open positions. Employers use resumes at Meet the Firms as conversation pieces and to remember specific students; handing out a resume at Meet the Firms does not mean you applied for a position. Strengthen your resume and interview skills by performing multiple rounds of edits and practice. The [Center for Career Development and Internships](#) can help review your resume and practice for virtual and in-person interviews. The real value of Meet the Firms is in the connections you make and maintain; thus, follow up with the organizations that interest you after the event.