



UNIVERSITY CAREER CENTER
& THE PRESIDENT'S PROMISE

Law, Legal & Advocacy: Networking Night

Wednesday, September 30
6 p.m.-8 p.m.
Atrium, Stamp Student Union

Student Tips

Make the most of the Networking Night by reviewing the tips below.
Recommended attire: *Business casual*.

Sample Questions

- What do you like most (least) about your work?
- What are the entry level positions called in the field?
- What do you think are the most important skills to have to be successful in this field?
- What made you choose the law program you did? What did you like about it?
- Can you describe a typical workday or week?
- What type of education and experience do you need to remain successful in this field?
- What are the future career opportunities in this field?
- What are the challenges in balancing work and personal life?
- Which organizations have the best track record for promoting minorities?
- What advice would you give to someone trying to break into this field?

Do's & Don'ts

- Do keep one hand free so you can shake hands when necessary.
- Do be yourself and ask questions you have prepared ahead of time. Take 5-10 minutes per conversation.
- Do bring a networking business card, if you have one, or copies of your resume (but only present it if requested).
- Don't tell them your life story; you are dealing with busy people; get to the point and actually listen to what they say.
- Don't go straight for the food! Follow others' lead and partake in moderation.
- Don't pass up opportunities to network, this event is for anyone interested in meeting new people!
- Be prepared to introduce yourself with a 30-second elevator pitch: name, major, interests, past experiences.
- Thank the alumni/employers for attending. Remember, peoples' time is very precious and we are tremendously fortunate to have amazing alumni who volunteer to give back!

Quick Tips:

Ask for advice—Not for a position

Your networking meetings should be a source of career information, advice and contacts. Start off the encounter with a firm handshake, eye contact and a smile. Focus on asking for one thing at a time.

Review the list of attendees and focus on quality—not quantity

In a large group setting, circulate and meet people, but don't try to talk to everyone. It's better to have a few meaningful conversations than 30 hasty introductions. Don't cling to people you already know; you're unlikely to build new contacts that way.

Ask for referrals

The person you are networking with may not have a job opening, but he or she may know someone who is hiring. The key is to exchange information and then expand your network by obtaining additional referrals each time you meet someone new. Be sure to mention the person who referred you.

Stay in touch with professionals

Keep a list of your contacts and update it with the names of any leads given to you. Send a thank you note, email, or LinkedIn request within three days. Remind them how you met and if applicable, ask for a follow up conversation.

RSVP today: <http://go.umd.edu/NetworkSept30>



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