



Successful at the Expo

Students rave about the Internship Expo every year—last year 486 students and 70 employers participated—and it’s proven to be a great way to kick-start the year. During the week leading up to the event I will post a list of the employers planning to attend. You will be able to peruse listings and identify organizations that interest you.

I hope you will all join us, even if you are not sure or don’t think you will pursue an internship this year – or even if you’ve already committed to one. Beyond an internship-finding event, this is a great opportunity to practice networking and to meet employers and make contacts. *You never know where that next connection may lead...*

Be prepared:

- Do your research: review the organization and any positions they have posted on HIREd.
- Bring your resume.
- Consider developing a 15-second pitch

TIPS for 15-second pitch:

- 1) Share what drew you to the organization and to their mission or project.
- 2) Share what skills you would like to use to help them with further their mission/project.
- 3) Share what skills you would like to gain / experience you would like to have.
- 4) Ask how they could see you putting your skills to work for them.

If you find an organization you didn’t think to research, consider the following: ask them how you might help them with a challenge they’re facing or complete a project that’s on the back burner. Everyone is already overcommitted, so if you give them something that equals taking something off their plate, you are likely to get a better response. You can evaluate the offer or negotiate after they’re engaged in the conversation with you.

Most of all, enjoy the event!