

## **Successful at the Expo**

Students rave about the Applied Learning Expo every year—last year 486 students and over 70 employers participated, and it’s proven time and time again to be a great way to kick-start the year. In the lead-up to the event, I will update a list weekly of the employers planning to attend.

- ❖ **Tip:** Review the roster regularly! It will be on the CSO website ([cso.gse.harvard.edu](http://cso.gse.harvard.edu)). Click on Finding AL Internships and then **\*\*2018 Applied Learning EXPO Employer List--as of 8-8-18\*\***

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- or project-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:**

1. Do your research: review the organization and any positions they have posted on Hub.
2. Consider developing a 15-second pitch (see suggestion below)

### **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 at the Expo you didn’t think to research, consider the following: ask them how you might use your skills of x, y, z, or your interest or experience in a, b, c, to 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 a) give them something that equals taking something off their plate and b) give them something concrete to respond to, you are likely to get a better response. You can always come into CSO for coaching sessions

### **Q: Should you bring your resume?**

A: Our suggestion is that if your resume is tailored to the positions you want, then sure, bring your resume; otherwise, you may want to opt for tailoring it before you share it with the employer, so you can make a strategic impact.

*Most of all, enjoy the event!*