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| [Graphic: Career Fair Success] |  |
| [Graphic:  Robert LaBoy  New York Life Insurance Company  Partner] | A career fair like today is a perfect opportunity to let people know what you’re looking for …and find out a little bit about them. |
| [Graphic:  Jeff Shafer  College Student] | That’s why I keep coming to these… so I can keep getting more experience  because the more experience you have… the less intimidated you feel. |
| [Graphic:  Shirley Rosen  Primerica Financial Services  Senior VP] | First impressions are first impressions and you really never get a second chance to make a first impression. So look sharp. |
| (Jeff) | This is my third career fair in about a month and every time I go there I get to meet new people and lots of people who are more experienced than me and they are very willing to show you the ropes and teach you what to do. |
| [Graphic:  Ralph Tutrani  PNC Bank  VP]  [Graphic:  Personal Appearance Matters  Very Professional & Conservative] | They should have a very good personal appearance. They should be clean shaven and dress very professionally and very conservatively. |
| (Ralph)  [Graphic:  Solid Resume  Clear and Accurate] | Secondly, they should have a very solid resume and what I mean by solid is they want to make sure that their resume is clear of mistakes, typos, incorrect dates, things of that sort so they want to make sure their resume is very distinct, clear, and very accurate. |
| (Jeff) | Right now, I’m just eager to learn. I’m a quick learner and I work hard. |
| (Ralph)  [Graphic:  Understand Why You are There  Pre-Research Companies] | And then finally, They should come in with an understanding of why they’re there and they should have an understanding of the kinds of companies that they are talking to. If they are just going from booth to booth randomly, directionless, then they weren’t prepared. |
| (Jeff) | I just hope to get my name out there, get my experience out there, get my resume into the company’s data base. |
| (Jeff) | Do you have a card? |
| (Shirley) | I would also tell you to do your homework about the companies so when you’re talking to them it’s not like ‘well, I really don’t know what you do. Could you tell me about it?’ Employers like you to be a little bit savvy and a little bit of a feel for what type of company they are. |
| [Graphic:  Tai Chainarong  MBA Student] | Hi my name is Tai. I’m an MBA student at LaSalle University. |
| (Robert) | Get into more or less where do you see me with the company… or what’s the company’s vision… those types of discussions are more productive than when do I get vacation or when is my first paycheck. |
| (Recruiter) | Would you be interested in coming in and talking to us about an Account Specialist position? Sure. |
| (Tai) | I’m an MBA student so this is my first time job since this is my first time here in the United States because I’ve been here just like 3 years. My country from Thailand. I have some experience from working in my country but I never have experience working here so this will be the first time here. |
| (Robert) | I tend to gravitate to someone who’s put a lot of work into themselves in order to prepare for the interview. I can tell that if you take time to take care of yourself then you’re probably going to take time to take care of my business. |
| (Tai) | Of course, I was very nervous like meet the people and they come and talk to me and how am I going to introduce myself and how am I going to use like my 30 second to 1 minute to talk to them… how am I going to do the summary on myself and what I’m doing. |
| (Ralph) | Their first impression is their lasting impression and it’s also the only opportunity to make that first impression… and I know that it is a frequently used statement but it is SO true. |
| (Jeff) | It’s a good feeling because that you know that you’re improving yourself and bettering yourself and as long as you continue to do your best and work hard. It will work out. |