

## What to Say & Do at a Job Fair

1. Start with a confident handshake and maintain eye contact.

2. Introduce Yourself:

- Express your interest in the company, such as *"I'm glad to see your company here"* or *"I've been learning about your company."*
- Mention a specific reason or news item you found during your research on the company that makes you interested, like *"I'm really interested in your company because..."*

3. Ask a Question:

- Inquire about the person's experience with the company, for example, *"How long have you been with the company?"*
- Find out about exciting things happening in the company, like *"What are the exciting things happening in the company?"*
- Learn about the work culture by asking, *"What is the work culture like?"*

4. If they ask about you, briefly share your background:

- Connect your skills and experience to a specific role they have available. For instance, *"I noticed you have an opening for the role of X. I am a \_\_\_\_\_ professional with experience in \_\_\_\_\_."*
- Highlight your relevant experience, such as *"I am a marketing and events coordinator with 4 years of experience, including 5 campaign launches and social media marketing."*
- State your name, educational background, and years of experience, followed by your target position. For example, *"Hi, I'm Tram. I have a Bachelor's Degree and over 15 years of nursing experience. I am interested in care aide opportunities within your organization."*
- Share your interest in a specific position, like *"Hi, I'm Dillon. I am an outgoing individual who enjoys working with others. I am interested in your Customer Service positions."*

**5. Ending a Conversation:**

Sample phrases:

- *"Thank you for your time today."*
- *"It was a pleasure speaking with you."*
- *"Thank you for providing me with information about your company."*

**6. You may also ask a few questions:**

- Request a business card, saying *"Do you have a business card I could have?"*
- Inquire about following up after the job fair, such as *"Is there a way I could follow up with you after the job fair?"*

**7. Remember to dress for the job fair as you would for a job interview.**