

Navigating the conference

CoLes Notes for students

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Go ahead, Google[®] 'coles notes'

Discussion Topics

- Plenary sessions
- First impressions
- Networking
- Follow-up after the conference
- Q&A

Plenary Sessions

- ✓ Be strategic in selecting which to attend
 - ✓ - Step outside your comfort zone
- ✓ Attend them
- ✓ Actively listen
- ✓ Make note of questions others are asking
- ✓ Approach the speaker afterwards to thank them for the talk and introduce yourself

First Impressions

Dress and deportment

- Your next employer may be here
- Up your game a little. Collar shirt instead of hoodies and ball caps

Don't hang around in groups all day

Prepare an opening introduction (take a second to google the company)

- Hi, I am _____ from _____
- What type of work does your company do? (See networking)
 - Be curious
 - Be engaged
 - Be memorable
- Ask for a business card (see after-conference)
- Get your passport stamped (after the chat)

Networking

Most working folks attend the conference for CPD and networking

- If you see someone you spoke with during the day after hours
 - Say hi. Ask how their day went

Ask yourself why are you at the conference and fulfill that objective

People are not looking for you... but they on the look out

Networking

Get out of the bubble - use your introduction line

Ice breaker questions

- What some key areas your company is working on these days?
 - Actively listen
- What are some emerging opportunities those new-to-the-industry should be aware of
- How would you describe the culture of your company
- Are you currently seeking new grads?

Following up after the conference

- Get their contact info
- Check out their website
 - Do the research
- Attend sessions they may hold
- Send a follow-up email
- Reintroduce yourself
- Stay in touch



What happens next is up to you
Industry will not come knocking on your door, so make the first move

Q & A session
