

## GET JOBS JOB FAIR

# WINNING THE JOB FAIR GAME

NEXT JOB FAIR THURSDAY, MARCH 22, 2007 FROM 11-4:30 AT THE EAGAN CIVIC ARENA

## EMPLOYERS ARE PEOPLE, TOO

Employers come to Job Fairs because they know that lots of job seekers will be there. They want to meet you. They want to like you. But you have to help them.

**Eye contact** - Says "I am honest and confident."

**Smile** - Says "I can get along with people."

**Handshake** - Says "I am mature and strong."

Even if an employer is not hiring "entry level" workers or for the summer, they will still be glad to tell you about their company, the kind of skills they are looking for in workers, what kind of training their work-

ers need and what skills they value most. Don't start the conversation by asking if they are hiring for the summer or what they pay. Start up a conversation by asking something about the company. How long have they been in business? What do they do? Or make? Who are their customers?

Compliment the company. Maybe it sounds like a great place to work. Maybe the product or service is interesting. Maybe they have lots of locations.

After you break the ice, then tell something about yourself - where you have worked, what you're good at, how fast you learn, what you want to do next etc.



Employers want to meet you. .

Stop by The Zone booth at the Job Fair for more help

## SCENE FROM A GET JOBS JOB FAIR

**You:** Hi!

**Employer:** Hello

**You:** What kind of a company is XXX?

**Employer:** We make XXX's. We make over 3,980 a day.

**You:** Wow! Where do you sell them?

**Employer:** To Asia and Canada mostly.

**You:** My name is John Doe, and I worked for a while at McDonald's but I want to get into manufacturing now. I think I have the right skills to learn it. I learn fast and I can work with a lot of different kinds of people.

**Employer:** That's great, but we are only hiring experienced people now.

**You:** What kind of experience are you looking for?

**Employer:** We need people with mechanical ability, people who can run our machines. Lots of our employees have associate's degrees.

**You:** Do you have a web site? I'd like to learn more about your company. It sounds great.

**Employer:** Here is my business card. Give me a call and I'll give you a tour.

## JOB FAIR MYTHS AND FACTS

**Myth:** Job Fairs are for getting jobs

**Fact:** Job Fairs are for getting information. Employers get information about you and you get information about them.

**Myth:** Employers don't want to talk to kids

**Fact:** Employers want to talk to serious people who are interested in work.

**Myth:** High school students don't need résumés.

**Fact:** You are never too young to have a résumé.

**Myth:** You can dress casually for a Job Fair because it

isn't an interview.

**Fact:** It certainly is an interview! Lose the baggy pants, the excessive jewelry, the bare midriff. Cover the tattoos and comb your hair. Look like a serious person and watch what happens! And don't smell like a cigarette.