



NEXT STOP: Your Career in Transit

Meet Employers & Build Skills

6 RULES OF THE ROAD | FOR JOB SEEKERS

Treat the APTA Job Fair like your first day on the job. First impressions matter - be prepared and curious about the organization's culture and opportunities that match your areas of interest.

1. Have a Clear 30-Second Introduction.

Know exactly how you will introduce yourself. State your **name, school or current role, area of study/expertise, and the type of opportunity you are seeking.**

2. Respect the Three-Minute Rule.

If there is a line behind you, **do not monopolize the recruiter's time.** Make your introduction, ask one or two strong questions, exchange information, and move on. You can always continue the conversation later.

3. Ask for the One-on-One When You Have a Strong Match.

If the employer has a specific opening that closely matches your education, skills, or experience, **say so directly.** Ask whether you could schedule a brief one-on-one conversation or interview.

4. Visit as Many Recruiting Employers as Possible.

Do not spend the entire fair talking to one or two organizations. **Explore the full field of 15.** Visit employers you know—and employers you have never considered. You may discover a career path you didn't know existed.

5. Do Your Homework Before You Walk In.

Identify your **top 5–10 employers** before the event. Know what they do, what positions they hire for, and why you are interested. A recruiter can immediately tell the difference between someone who researched the organization and someone simply collecting giveaways.

6. Bring Your Resume—and Make It Easy to Remember You.

Bring several polished copies of a **one-page resume** targeted toward the types of positions you want. When appropriate, hand it directly to the recruiter and point out the **one or two qualifications most relevant to their organization.**

Pro Tip: Ask Smart Questions That Start a Conversation.

Avoid questions whose answers are easily found online. Ask questions that demonstrate curiosity about the organization and the industry.