

# HOW TO TALK TO A JOB-FAIR RECRUITER

- ❖ Walk up to the employer's table or booth. Make eye contact with the recruiter, smile, and say hello.
- ❖ Offer your handshake and introduce yourself.
- ❖ Ask about the career opportunities for your occupation at that company.
- ❖ Deliver your 15 second sales pitch.
- ❖ Answer the recruiter's questions and ask a few follow-up questions of your own.
- ❖ Tell the recruiter that you would like to apply for that job or position.
- ❖ Offer the recruiter a copy of your resume.
- ❖ Ask how you can schedule a job interview.
- ❖ Ask for the recruiter's business card.
- ❖ Thank the recruiter, smile, offer your handshake, and then move on to the next employer's booth.