After the Fair

The follow-up is where most candidates fall off, and where you can pull ahead.

Follow up within 24 to 48 hours

- **Send a short note.** Mention what you discussed and restate your interest.
- **Connect on LinkedIn** with a personal note. Never send a blank request.
- **Ask for advice, not favors.** Thoughtful messages often get forwarded to the people making decisions.
- **Do not read silence as rejection.** September and October are the busiest months for recruiters. Follow up again after a week or so.

Apply, and watch your email

Submit the formal application for the roles you discussed. Online applications still produce real hires for in-demand majors. Set job alerts on LinkedIn, Indeed, and Handshake. Check email daily: a reply delayed more than a couple of days can cost you an interview.

Know the process

Application, screening, one or two interviews, offer. Internships often move with a single interview. Full-time roles often add an on-site visit. If a company does not tell you what comes next, ask.

When an offer comes

- **Take your time.** You should generally have at least two weeks. If you need more, ask. How they respond tells you about their culture.
- **Watch for pressure.** A bonus that disappears unless you accept quickly is a red flag.

Internship offer: ask about

☐ Hourly pay and expected hours per week

☐ Housing or a relocation stipend

☐ Start and end dates, and what you will work on

☐ How interns are considered for full-time offers

Full-time offer: ask about

☐ Hourly rate: salary divided by (weekly hours × 52)

☐ Overtime, and whether all of it is paid

☐ Bonuses, PTO, and schedule flexibility

☐ Benefits cost per paycheck, and a visit to the office

Keep tracking

Every contact, application, and interview goes on your target list. It becomes your map for the whole search, and for next year's fair too.