During the Fair

It is a conversation to gauge interest on both sides. It is not an interview.

Set the right expectation

The person at the table may be a recruiter, someone from HR, or an engineer. They may not be able to go deep on technical work. Your goal: find out if there is a fit, and leave with a clear next step.

Work the room with a plan

- **Warm up first** at one or two companies lower on your list.
- **Lead with your introduction.** Say internship or full time right away. Many tables recruit for both.
- **Be specific about why them.** "I saw your team worked on the new water treatment plant" beats "I'm interested in your company."
- **Always ask:** "What is the next step, and how should I follow up?"

Tailor the conversation

If you want an internship

- Ask what past interns worked on, and if they came back.
- Ask when interns are usually selected and when they start.
- Show curiosity. Enthusiasm and willingness to learn count for a lot.

If you want a full-time job

- Ask how new grads are trained and who they report to.
- Ask about support for licensure or certifications, such as the FE and PE.
- Ask whether they invite candidates to visit the office before an offer.

Share your information, read the signals

If a company asks for your information and you are interested, give it to them.

- **Notes on your resume?** They likely plan to route it to hiring teams.
- **Digital form on the spot?** These companies tend to move fastest.
- **"Scan the QR code and apply"?** Still worth it, but expect a slower process.

Capture before you forget

After each table, step aside and write down:

☐ Name, title, and contact information

☐ One specific thing you talked about

☐ The next step they named, and any deadline

☐ Your honest read: high, medium, or low interest

> **Remember**
> A good conversation at the fair can take the place of the first screening call. It may count more than the application you submit later.