



## **Tips for Talking with College/Career Reps**

*Definitely worth reading...*

College fairs are a great opportunity to speak with many college admissions representatives in one area. The college reps will give basic information about their colleges. This information may include where they are located, how many students attend the college, a list of majors they provide, minimum GPA and SAT/ACT scores they will accept, social life on campus, etc.

It is important for students to bring a list of questions and have a notepad or paper to jot down important information they want to remember. Here are some tips:

### **Tips for Pre-Event Planning**

- Before you arrive at the fair, do your research. Which reps do you want to meet? What do you know about their college already and what do you want to know?
- If you have a conversation with a rep and she can clearly see you are interested and familiar with the school, that impression can have an impact. A few thoughtful, well-researched questions are best.
- It will also have an impact if you ask obvious questions like, "Where is your school?" or "Do you offer a business major?" If you can find the answer on their website, don't ask.
- Before you attend the college fair, get good writing pens or pencils and a notepad to jot down important things you want to remember about a certain college.
- If possible, buy a box of Avery address labels and print out a sheet or two of address labels. Here is what you want to print on the label: First and last name, home address, email address. When you get to the college fair, you can place labels on the college information cards instead of writing your information 20 or 30 times.
- Play the part. You don't need to rent a tux, but you don't want to look like you just peeled yourself off the couch. College reps will remember students who seem well put-together and who demonstrate serious interest in their schools. Show them you're interested by smiling, making eye contact and being polite. Demonstrate that you are a smart, likeable, inquisitive person who would make a great college student.

### **Tips for Day of College Fair**

- Locate the ones you want to speak with first. If you have time afterwards, speak with colleges not on your list. You might add them to your favorites after you hear what they have to offer.

- It's okay to approach a school you are unfamiliar with. Seize the opportunity to learn about new schools, understanding that one of these freshly discovered colleges might be the perfect place for them. Be prepared to talk about yourself and what you are looking for.
- Make sure you get the admission rep's contact information. Within a day or two, send them a thank-you note and let them know you're interested in their school. Keep it short, polite and professional.
- If there are other students in the room who also have questions, make sure you don't take up too much time. Also, pay attention when the rep is talking to other students, chances are they will be answering some of the same questions you have.
- Listen closely to the college majors or look at the literature and brochures they provide to see if they have your major of interest. If you have not decided on a major, that's okay, most colleges provide an undecided major that you can pursue until you declare a major later.

A few good questions to ask:

- What is the school known for?
- Ask about class size & student to teacher ratio. Specifically, how many classes have over 500 students?
- Is the school "impacted"? If so, which majors?
- What percentage graduate in four year?
- What is the AVG GPA/SAT and ACT test scores?
- Ask about dorm rooms if you plan to stay on campus.
- How safe is the campus and its surrounding neighborhoods?
- Do they offer academic support, i.e. EOP, tutoring services, Foster Youth, etc.?
- Ask about Athletics, if interested.
- Ask about activities on campus during weekends.
- Ask how much the total cost of college is for one year.
- What type of scholarships does the college offer and what are some of the requirements to attain them?
- What are their deadlines? Do they require a deposit with "intent to attend"?

You may have only a few minutes to speak with the college rep. Make it count!