Before you go
Before you go - logistics

- **Attend official prep sesh** by ROMBA
- **Polish and upload your resume** to GradLeaders (see club for link - create account with same email as registration, companies are looking at resumes)
- **Finalize travels/housing** with other OOO members
- **Get added to #romba-202x on Slack** (private channel) to communicate with OOO attendees during conference
Before you go - game plan

● **Define your goals**: What do you hope to get out of ROMBA? (make new friends, get on companies’ radars, get a job, explore job options, etc.)
● **Research and shortlist companies** by looking at Sponsors
● **Plan your session schedule** by reviewing Agenda
● **Know and practice your story** (short, medium, long versions!)
● **Prepare insightful questions**
What makes a great story?

- **Highlights your most relevant accomplishments:** Illustrates skills and experiences that directly demonstrate your ability to tackle issues and opportunities faced by the company or the company’s clients.
- **Is succinct and to the point:** Have different versions ready (e.g. shorter stories for networking break-out rooms and coffee chats; longer version for interviews or individual networking calls).
- **Has a theme/differentiates you:** Be memorable and leave a positive impression.
Story Do’s and Don’ts

Do’s :)  
- Structure your response  
- Pre-empt other questions you might be asked (i.e. why MBA, why industry, why this firm) and weave them into your story  
- Emphasize skills  
- Practice telling your story to a variety of audiences to get diverse feedback

Don’ts :(  
- Sound rehearsed or be over-polished  
- Present an exhaustive list of everywhere you’ve worked and everything you’ve done  
- Ramble and take too long  
- Have an unclear point or objective  
- Jump into your story without being prompted  
- Forget to smile and be enthusiastic
Questions to ask...or not to ask...

Consider asking

- Can you tell me a bit about your last team project (team structure, objective)?
- What are some of the lessons you brought from your [prior industry] experience to your position now?
- What has your experience been in the [X] office? Does it focus on specific industries or practices that are unique to that area?
- Outside of work, what are other ways you can get involved at the firm with LGBTQ+ affinity events?
- Do you have any significant queer mentors at [X firm]? What is your relationship like with them?

Ask with caution

- What factors about your firm’s culture do you appreciate the most?
- How does your firm promote sustainability? This is a work-life balance question, don’t ask the following:
  - Do you work long hours?
  - Do you travel a lot? Is it too much?
- Press releases / perspectives on recent events

Avoid

- What do you do?
- How does your firm compare to other firms?
- Simplistic questions with answers likely found on website
- Can I pick my first project when I intern at your firm?
- Are my chances better if I apply to a specific office?
- Anything related to compensation
At the conference
Breakout sessions

- **Plan a schedule** of breakout sessions with backups (leave for another session if it turns out to be not what you expected)
- **Ask smart questions** in Q&A
- **Talk to/follow up** with interesting speakers/panelists
Company expo

- “Cold” emails, phone calls, LinkedIn messages, etc. from company reps are not uncommon

- Company booths
  - Recruiters/Talent Managers
  - LGBTQ+ employees in the same roles/functions they’re hiring for
  - Other students at the same booth

- If a booth is too crowded, go to somewhere less crowded or even go to an empty booth you hadn’t considered
Be interview ready

8:00 am
△ 600 min

Interview Zone
Did you know that 60% of companies at the ROMBA Conference hold either coffee chats/informational conversations or interviews with LGBTQ+ MBAs and other grads at the event? These conversations and interviews are by invite only and many invitations are sourced from our GradLeaders jobs board — so get your resume in the database asap (hint: some companies don’t post jobs but do screen through the resumes!)

You may get invited to interviews onsite with little notice!

OMG what do I do?? → a CDO Career Coach will be AT the conference with us.

● Available hours will be sent ahead of time
● DM Coach on Slack
Follow ups

- Ask for their email so you can send a thank you!
- Connect on LinkedIn if appropriate
- SEND A THANK YOU EMAIL
  - Keep it short
  - Window should be 2-24 hours but ok to delay until Monday
  - If and only if applicable, make any “next step asks” (e.g. to be connected to another colleague, etc.)
Hey Steve,

I'm a first year student at Yale considering a career in consulting. Since you have been working in the industry for several years, I was hoping that we could connect so that I could get some insight into whether this is the right career for me.

Deloitte seems like a great place to work and I would love to hear more about your experience.

Please reply ASAP with the times that you are available to speak with me over the phone.

Thanks,
Shane
Hey Steve,

I’m a first year student at Yale considering a career in consulting. Since you have been working in the industry for several years, I was hoping that we could connect so that I could get some insight into **whether this is the right career for me**.

Deloitte seems like a great place to work and I would love to hear more about your **experience**.

Please reply **ASAP with the times that you are available** to speak with me over the phone.

Thanks,
Shane

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**Hey is too informal for a networking email**

**Seems like you haven't done enough research to know if the job is right for you**

**No real reason to contact Steve vs. any other person working at Deloitte. Find a more personal connection.**

**This comes off as rude (never ask for ASAP), and you should give the times YOU are available.**

**Better to sign off more formally with "Thank you," “Sincerely,” or “Best regards”**
Hi Natalie,

We met at the BCG LA office last Monday while I was visiting as part of the MBA women’s summit. Thanks for taking the time to answer our round-table questions about professional development and your work at BCG.

You mentioned that you have experience with consumer/retail and social impact projects. Coming from a social enterprise fashion background, this intersection is particularly interesting to me and I would love to learn more.

I know your time is extremely valuable, but would you be open to a 20 minute phone call? I would greatly appreciate it. I’m free Thursday 11/30 between 7:30 – 9am PST or Friday 12/1 after 10am PST. Please let me know if either of those times work for you and I’ll send a calendar invite.

Best regards,
Marina
Hi Natalie,

We met at the BCG LA office last Monday while I was visiting as part of the MBA women’s summit. Thanks for taking the time to answer our round-table questions about professional development and your work at BCG.

You mentioned that you have experience with consumer/retail and social impact projects. Coming from a social enterprise fashion background, this intersection is particularly interesting to me and I would love to learn more.

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Best regards,
Marina
Request ELC reimbursement

- Request reimbursement within **10 days** of attending the conference ($200 for 1Ys, up to $400 for 2Ys)
- Review [enterprise learning credit guide](#)