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# 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 overpolished
- 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...

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### 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

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# 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 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??  $\rightarrow$  a CDO Career Coach will be AT the conference with us.

- Available hours will be sent a head of time
- DM Coach on Slack

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## **Back at SOM**

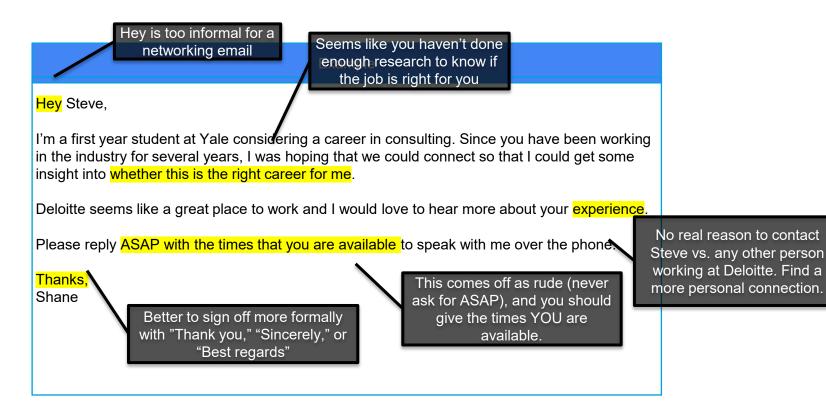
# Follow ups

- 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.)

### Email Example #1

Example 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

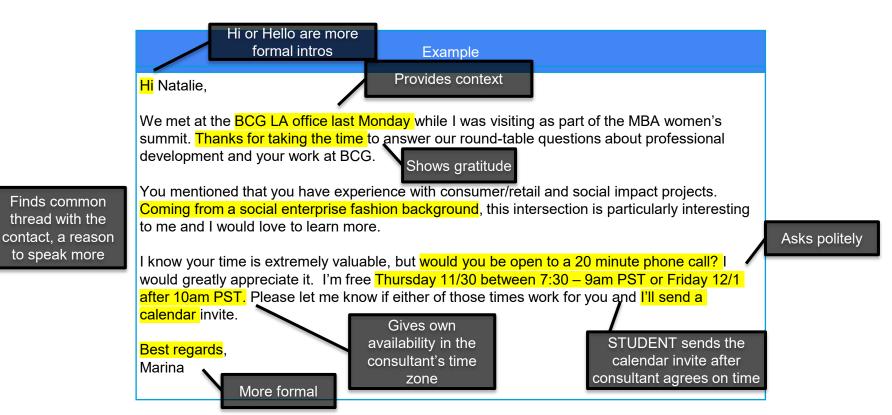
### **Email Example: not great**



### Email Example #2

Example 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

### **Email Example: much better**



## **Request ELC reimbursement**

- Request reimbursement within 10 days of attending the conference (\$200 for 1Ys, up to \$400 for 2Ys)
- Review <u>enterprise learning credit guide</u>