



**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, e tc.)
- **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



**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

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

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

Better to sign off more formally with "Thank you," "Sincerely," or "Best regards"

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

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

## 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

**Example**

Hi or Hello are more formal intros

Hi Natalie,

Provides context

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.

Shows gratitude

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.

Finds common thread with the contact, a reason to speak more

Asks politely

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.

Gives own availability in the consultant's time zone

STUDENT sends the calendar invite after consultant agrees on time

Best regards,  
Marina

More formal



# 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](#)