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Overview of Career Fair

• MONDAY, OCTOBER 3rd
• 5:00 PM to 7:30 PM
• Ackerman Grand Ballroom
• Largest and most important event of the year
• Kicks off recruitment season
• 20 firms in attendance
• Freshmen highly, highly encouraged to attend
Overview of Career Fair contd.

• Your opportunity to meet firm representatives
  – Largest actuarial career fair in Calif. (maybe in the US?)
  – Across all different industries and lines of business

• Learn about
  – Company culture
    • What’s important to this company?
    • What are its values?
  – Work environment
    • What’s it like to work here?
  – Job and internship opportunities
    • Where can I fit in?
Preparing for Career Fair: Do your research

• Know each firm’s line of business
  – Insurance: Health, Life, or P&C
  – Consulting: Health & Benefits, Retirement, or P&C

• Know where their offices are
  – California vs the Midwest vs the East Coast

• Know what makes each company unique. E.g.,
  – Blue Shield is a non-profit health insurer
  – Anthem acquired Cigna in a mega-merger
  – PwC has actuaries mostly in non-traditional roles
Dress Code
Hint: business professional

For gentlemen

• Dark suit with matching pants
• Dress shirt and tie
• Belt and shoes should match
• Long, dark socks
• Tips:
  – Dress shirt and tie should complement
  – Tie darker than shirt
  – Tie should reach middle of your belt buckle
  – If one has a fine pattern, the other should have a coarse pattern
  – Tie bars and cufflinks are nice accessories
Dress Code
For ladies

- Conservative skirt or pant suit
- Neutral colors: Black, dark gray, navy, brown
- Pressed, collared button-down shirt
- Closed-toe heels or dress shoes
  - Heels no higher than three inches
- Limit flashy jewelry and strong perfumes
  - (Applies for gentlemen as well)
Resume

• Single-page summary of your
  – Qualifications
  – Achievements
  – Experience
• Carried in a dark portfolio
• Resume paper is a nice touch
• Be ready to speak about anything on your resume
  – How you learned a foreign language
  – Where you learned a programming language
  – What you did at some internship
• Free of spelling & grammar errors
Greeting & Speaking

Body Language

• Posture:
  – Stand up straight with shoulders pulled back
  – (Don’t slouch)

• Project confidence & approachability
  – Smile & nod
  – Make eye contact
  – Give a warm handshake
  – Speak-up

• Avoid:
  – Looking down or tucking your chin in
  – Hunching
Body Language: Posture

**BAD POSTURE vs GOOD POSTURE**

- **Health**: Back pain, often caused by extended hours of poor posture, is becoming increasingly common because of the amount of time we spend hunched over smartphones and slouching in front of computers.
  - **+ Health**: Practicing good posture engages your core, opens up your diaphragm to help you breathe better, and gives your organs the room they need to aid in digestion.
- **Feel**: Slouching not only makes you look tired, but it also makes you feel sluggish, fearful, and self-conscious.
  - **+ Feel**: Straightening up and maintaining good posture can actually help increase energy, productivity, and even reduce stress.
- **Communication**: Poor posture communicates to those around you that you may be bored, nervous, fearful, or self-conscious.
  - **Communication**: Simply pulling your shoulders back, chin up and back straight communicates confidence, presence and openness and helps you own the room.
- **Appearance**: Besides the obvious hunchback syndrome, slouching can make you look unhealthy, unattractive, and even a couple pounds heavier.
  - **Appearance**: Holding yourself upright and in good posture can help you look younger, more vibrant, and attractive.

*Did You Know?* Posture is the number 1 reason for doctors visits and missed work-days after the common cold.
A Lumo Lift a day could literally keep the doctors away!

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Greeting & Speaking Dialog

• Step 1: Greet the recruiter
  – “Hi, how are you?”

• Step 2: Introduction.
  – “I’m [       ], freshman Financial Actuarial Math major.”

• Have a conversation starter
  – Explain why you are interested in the company
  – Explain why you are interested in being an actuary
  – Talk about your career goals
• Demonstrate what you know
  – “How is your company adapting to the trend from defined-benefits to defined-contribution plans?”
• Ask questions that show sincere interest
  – “How many actuaries work together on the typical consulting assignment?”
Greetings & Speaking Dialog

- Leave no awkward silences
  - Don’t expect the recruiter to carry the conversation
- Ask about job and internship opportunities
  - “What’s an example of a summer intern project?”
- Ask what you don’t know
  - “What kinds of computer skills are needed?”
- Ask the recruiters about themselves
  - Their career paths, their job, etc.
  - (People like talking about themselves)
Greeting & Speaking

Dialog

• Ask to present a resume
  – Recruiters may ask about parts of your resume
  – So be prepared for interrogation

• Clarify application procedures
  – “Can I find your job listing on BruinView?”
  – “When can I look forward to a response?”

• Collect a business card

• Thank them for their time
After the Career Fair

- Follow up with any questions you still have
- Send friendly personalized emails of thanks
- Actually apply
- Work on your LinkedIn profile
- Networking doesn’t end with career fair!
Just a thought

• “It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently.” – Warren Buffet

• At Career Firms, to firms, you represent BAS, and UCLA student actuaries

• Be professional

• Be prepared
FIN

• Questions?