You’ve heard it over and over again. Networking is the key to success. Networking will help you find a job. If one more person tells you networking will solve all your problems, you’ll scream! Take a step back. Think about all that networking entails. It is a skill – much like analyzing a case or presenting an argument. Like all skills, these take education, practice, and time to develop.

Networking is not just about finding a job. It’s about building relationships. This is a skill that you will use throughout your professional career. Employers – whether law firms, government, or public interest – expect law graduates to not only have excellent analytical skills and writing ability, but also be able to develop connections with coworkers, clients, and potential clients. By building rapport with colleagues, community members, and other professionals, you begin to establish the trust that is the foundation of a business relationship.

You already do a lot of networking. Are you on Facebook? LinkedIn? Twitter? These sites are about building relationships. People who are active in social networking generally enjoy personal engagement, enjoy getting to know people. Nevertheless, you’re not going to get very far if you limit yourself to online networking. You have to get out there, attend professional events, volunteer, take part in community activities. Just show up.

Once you’re there, here are some tips for “working the room.” The more events you attend and the more actively you participate, the more skills you will build. As you get more comfortable in this type of environment, you will see that building relationships gets easier. Who knows, it might even turn out to be fun!

Have something to talk about. If you’re going to an event sponsored by a specific group, see if that group has been in the news lately (it’s easy to run a news search on Lexis or WestLaw). If you know who is going to be there, read up on their bios. Keep up on what’s going on locally – what are people talking about outside of the law school bubble? None of these things may come up in conversation, but you’ll feel more at ease knowing you have something to break an awkward silence.

LISTEN. This may be the most obvious, but hardest to do. You’re nervous, you’re thinking about the next thing you want to say in the conversation. Focus on what the person is saying and let the conversation flow naturally.

Get over your distaste for “small talk.” Small talk is the foundation of any relationship. How did you meet your significant other? Chances are you didn’t immediately start out with discussion of serious issues like money and children. Small talk allows you to find the connection on which you will build a deeper relationship.

Finally, DON’T check your Blackberry/iPhone, text anyone, or look at your phone in the middle of a conversation. Nothing says “I’m not interested in what you’re saying” more than this. If you check your messages out of nervous habit, leave the phone at home (or in the car, at the very least).
The **North Carolina Albert Schweitzer Fellows Program®** is a one-year interdisciplinary, mentored fellowship program focused on health-related community service and leadership development.

In addition to the four overall goals of the U.S. Schweitzer Fellows Program, the NC Schweitzer Fellows Program strengthens Fellows’ resolve to provide health service to underserved populations by facilitating opportunities for students to:

- Use their skills and knowledge in real-life situations
- Become culturally sensitive and compassionate caregivers
- Understand the impact of social and environmental determinants of health
- Build capacity for and commitment to improving the health status of individuals and communities as well as contributing to social change
- Work collaboratively and across disciplines in pursuit of a common goal
- Learn how to exercise leadership skills to work with and influence community based organizations, community leaders, and academic institutions to embrace holistic, service-oriented approaches to health

**To learn more about becoming a Schweitzer Fellow, attend the on-campus informational session:**

**Thursday, November 10, 12:00-12:50**
**Room 1301**
**Lunch Provided**

**Applications must be submitted online by February 1, 2012**

For more information, contact NC Program Director Barbara Heffner 704-895-6506 or beheffner@hotmail.com

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**Conference Opportunity: Increasing Diversity in the Legal Profession**

NAACP General Counsel Kim Keenan, two Virginia Supreme Court justices and a number of high-profile lawyers and civil rights activists will participate in a conference on increasing diversity in the legal profession hosted by the University of Virginia School of Law on **Nov. 10-12** in Caplin Pavilion.

Designed to bring together students and lawyers to discuss concerns facing law school students and administrators, the community and practicing attorneys, the conference is free and open to the public with registration.

For more information, visit the conference website [here](#).
MARK YOUR CALENDARS!

Wednesday, October 26
12:00– 12:50 Career Paths in Employment Law: In House and Outside Counsel

Thursday, October 27
12:00-12:50 Business Etiquette & Career Skills

Tuesday, November 1
12:00-12:50 Tips and Info on the NC Bar Application & Exam
Fred Parker, Executive Director of the NC Bar

Friday, November 4
1:00—CIA Informational Session, Benson 409

JOB LISTINGS

Check Symplicity regularly for the latest listings!

Updike, Kelley & Spellacy, PC (Hartford, CT)
Seeking applications for 2012 summer law clerk positions and full-time associate positions beginning in 2012.

Mail resume and cover letter to:
Debra Amato
Recruitment Coordinator
Updike, Kelly & Spellacy
P.O. Box 231277
Hartford, CT 06123

Earthjustice (Denver, CO)
The Rocky Mountain office of Earthjustice is looking for law students with strong academic backgrounds and a desire to protect the environment and wildlife to work with us as summer law clerks.

Earthjustice was established in 1971 as an independent, non-profit law firm to serve the growing environmental movement. Formerly the Sierra Club Legal Defense Fund, Earthjustice now has nine regional offices across the country, and pursues more public interest environmental litigation than any other organization in the country. The Rocky Mountain office represents citizen groups of all sizes in actions covering the full spectrum of environmental issues primarily in the four corner states of Colorado, Utah, New Mexico, and Arizona, but also in Wyoming, California, and Nevada. Law clerks work with our eight attorneys, conducting research, writing legal memoranda, drafting pleadings, and participating in conference calls and meetings.

You will never stub your toe standing still. The faster you go, the more chance there is of stubbing your toe, but the more chance you have of getting somewhere.

~Charles F. Kettering
US Department of Health and Human Services - Office of General Counsel (Bethesda, MD)
The U.S. Department of Health & Human Services, Office of the General Counsel (OGC), Centers for Medicare & Medicaid Services (CMS) Division, is seeking motivated and enthusiastic applicants for its 2012 Summer Honors Legal Intern Program. Legal internship opportunities are available in our Washington, DC and Baltimore, MD offices.

The OGC-CMS Division counsels both the Secretary of the U.S. Department of Health & Human Services and CMS on a wide variety of challenging legal issues that affect the Medicare and Medicaid programs, among others. The Division plays an active role in the development of Departmental and agency initiatives, including substantive rulemaking and compliance programs. Division attorneys also work with the Department of Justice to defend CMS against legal challenges to its programs and to prosecute those that would defraud these programs.

News & Notes

Reminder:

If you are applying for a Summer 2012 NC State Government Internship – Applications must be postmarked by Monday, Dec. 5 to be considered. For details, visit http://www.doa.state.nc.us/yaiio/interns.aspx or call the Youth Advocacy and Involvement Office in the N.C. Department of Administration at 919-807-4400.