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:

**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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A man is truly ethical only when he obeys the compulsion to help all life which he is able to assist, and shrinks from injuring anything that lives.

~Albert Schweitzer

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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

Updike, Kelley & Spellacy, PC (Hartford, CT)
Seeking applications for 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

Wilkes Law Firm, P.A. (Spartanburg, SC)
Wilkes Law Firm, P.A., seeks a full-time litigation associate to work in its Spartanburg, SC,
office. Qualified candidates should send a cover letter and resume to Alison Shaw, Wilkes

Antone, Casagrande & Adwers, P.C. (Farmington Hills, MI)
One or more positions are available in 2012 for entry-level associate immigration attorney
at Antone, Casagrande & Adwers, P.C., an AV-rated Michigan-based immigration law firm.
Candidate must have passion for all areas of immigration law. Candidate’s background
should reflect interest in immigration, in diverse cultures, and must reflect good scholastic
performance. Please elaborate on any demonstrative interest you have had in immigration,
international law, or diverse cultural issues, whether at law school, undergraduate, or
through work, volunteer, or travel experience. Knowledge of foreign language is a plus, but
not necessary. We cannot respond to phone call inquiries, but please email cover letter,
resume and any available transcripts (need not be official) to: jobs@antone.com or mail to
Law Offices of Antone, Casagrande & Adwers, P.C., attention N. Peter Antone, 31555 W.
14 Mile Road, Suite 100, Farmington Hills, MI 48334. **See listing in Symplicity for more
detail**

CHECK SYMPICITY REGULARLY FOR
THE LATEST LISTINGS!

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
UPCOMING GOVERNMENT HONORS PROGRAM DEADLINES

For more information on these programs, see the 2011-12 Government Honors & Internship Handbook, located at https://www.law.arizona.edu/career/honorshandbook.cfm.

Housing & Urban Development – Office of General Counsel Legal Honors Program (Paid, Deadline 10/28/11)

Commission on International Religious Freedom – Volunteer Internship Program (Unpaid, Deadline 11/01/11)

Commission on Security & Cooperation in Europe – U.S. Helsinki Commission Internship Program (Unpaid, Deadline 11/01/11)

Consumer Financial Protection Bureau – Enforcement Division Internship Program (Unpaid, Deadline 11/01/11)

Environmental Protection Agency – R9 Volunteer Intern Program (Unpaid, Deadline 11/01/11)

Federal Communications Commission – International Bureau Satellite Division Student Internship Program (Unpaid, Deadline 11/01/11)

National Labor Relations Board – Division of Enforcement Litigation, Contempt Litigation & Compliance Branch Student Internship Program (Unpaid, Rolling but not later than November)

Department of Transportation – Office of General Counsel Volunteer Legal Internship Program (Unpaid, Deadline not yet established was 11/08/10)

NEWS & NOTES

Stay in touch with the OCPD!

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