

October 7, 2011

A JAG Career? They're Coming Back to Campus

With the repeal of don't ask/don't tell, Vermont Law School, is once again hosting military recruiters on campus, as you no doubt already know.

The first of the recruiters, from the Army, will be interviewing students on October 14. While you'll be cutting it close, if you're interested in being considered for an interview, rush your materials, via e-mail, to Matthew Houde in Career Services, mhoude@vermontlaw.edu, so that they are in his in-box no later than next Monday, October 10.

The recruiter will also host a lunch-time brown bag informational session next Thursday, October 14, from 12:45 to 2. Watch for details in TownCrier.

A recruiter from the Marine Corps will be on campus on Wednesday, October 26, and will meet with students more informally at a table set up in the Chase Breezeway.

It's been close to 25 years since a military recruiter has actually been on the VLS campus, so this will be an historical moment.

How to Get VLS Business Cards

If you would like to have business cards that use the official VLS fonts, logo and template, Whitman Communications is the vendor. The cost is \$24 per 100. You can do it at <http://whitman.myprintdesk.net/DSF/storefront.aspx?6xni2of2cF1YUEEghOfualseALis-EviqYuAjsjN2Th4W0RLzES/1JWZaDf6hyqP09xMgY7YjOTrySoKUG1rBfLP2Egba9CZgeWYvLlilrYQ=>

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Career Strategies

How to Get Law Jobs in the Community and the World



The Art of the 'Elevator Speech'

Develop it Now So You're Ready: Going Up!

By Dennis Stern

One of the most important elements in your personal tool kit is one that professional development experts refer to as the elevator speech.

The name derives from the hypothetical situation that you and someone you'd like to work for happen to enter the elevator at the same moment. As the two of you ride up, perhaps for only 20 seconds, the other person says to you, "Hi, there, I'm a recruiter at your dream company. Tell me about yourself."

If you've practiced your elevator speech - or pitch -- and use it at this moment to answer the recruiter's question, then those 20 seconds will reward you with the offer of a full interview even as the doors are opening at your floor. That's the theory. And many people over the years will testify to its accuracy.

As the folks at PricewaterhouseCoopers point out on their web site devoted to professional development, you need to refine your pitch so that you can concisely introduce yourself, your background and your career aspirations in the time of a quick elevator ride.

This same elevator speech, of course, can be used in a variety of professional situations, including networking events, career fairs and even cover letters and formal interviews.

It's important because rarely do we have more than half a minute to try to get the interest of the person we've just met. By having an elevator speech ready to go, you can provide enough background information and enthusiasm so the other person wants to continue the conversation.

PWC suggests you think of your speech in three parts:

1. Who are you? Give your name and place yourself in context by explaining

Missed the Program? Listen to a Recording

Since last fall, Career Services has been recording some of its on-campus programs and archiving them on the web. That way, if you miss a session but want to catch up, you can listen to it at your leisure.

At this point we have 8 sessions recorded and posted on our website. Yesterday's talk with Mike Mastry of NOAA will be posted shortly.

Other programs in the archives include:

Ben Renzo on estate planning for professional athletes, Paula McCann on Elder Law, and Professor Greg Johnson & Peter Gill speaking on their experiences as Law Clerks.



Mike Mastry, left, of NOAA in St. Petersburg, a VLS alumnus, talks with students about possible government careers. One of the attendees, Scott Sakowski, right, worked at that office last summer.

what school you attend and what your focus is.

2. What are your accomplishments, passions or unique skills? How can you frame your skills so that the recruiter or networking contact will remember you and want to know more about you?

3. Where are you going? At this point, you want to be able to tell the other person what you're looking for, setting up the topic you'd like to discuss with the interviewer in more detail.

Of course, you have to be able to tailor your elevator speech to the moment -- while we encourage you to practice, practice, practice this speech, you don't

want it to sound rehearsed. Ultimately, you'll want to be so polished that you can mix and match your sound bites to the moment.

One other suggestion: once you think you have a well polished elevator speech, deliver it to a friend or career counselor and get their feedback. Are you doing odd things with your hands? Maintaining eye contact?

Contact Us

To make an appointment with a Career Services counselor, stop by (we're above the Book Store) or give us a call: 831-1243.

Employers Who Want to Interview VLS Students

Here are just a few of the listings you'll find on [Symplicity](#) today. Pay attention to the deadlines. For full details—and the application requirements — please go to [Symplicity](#).

Employer: American Civil Liberties Union Foundation
Job Title: Staff Attorney, Racial Justice Foundation
Who Can Apply: 3L
Deadline Date: October 16, 2011

Employer: Meyer, Glitzenstein & Crystal
Job Title: Summer Law Clerk
Who Can Apply: 2L, 3L
Deadline Date: October 15, 2011

Employer: Latham & Watkins
Job Title: Diversity Scholars Program (Scholarship)
Who Can Apply: 2L
Deadline Date: October 14, 2011

Employer: U.S. Securities and Exchange Commission
Job Title: Summer 2012 Honors Law Program
Who Can Apply: 2L
Deadline Date: October 14, 2011

Employer: Sierra Club Environmental Law Program
Job Title: Spring Externship in the Sierra Club
Who Can Apply: 2L, 3L
Deadline Date: October 14, 2011

Employer: United States Air Force JAG
Job Title: Summer and Entry Level Positions
Who Can Apply: 2L, 3L
Deadline Date: October 14, 2011

Employer: Physicians for Social Responsibility
Job Title: Executive Director
Who Can Apply: 3L, MSEL, Grad/Alum
Deadline Date: October 15, 2011

Employer: Business and Professional People for the Public Interest (BPI)
Job Title: Polikoff-Gautreaux Fellowship
Who Can Apply: 3L

Deadline Date: October 14, 2011

Employer: U.S EPA Region 1 Honors Attorney Fellowship
Job Title: 2012-2014 EPA New England Honors Attorney Fellowship
Who Can Apply: 3L
Deadline Date: October 14, 2011

Employer: Delaware Supreme Court
Job Title: Judicial Clerkship
Who Can Apply: 3L
Deadline Date: October 17, 2011

Employer: U.S Department of the Interior, Office of the Solicitor, Northeast Region
Job Title: Summer Legal Intern
Who Can Apply: 2L
Deadline Date: October 14, 2011

Employer: U.S EPA Region IX Office of Regional Counsel
Job Title: Summer Law Clerk
Who Can Apply: 2L
Deadline Date: October 15, 2011

Employer: Maine Bar Foundation
Job Title: Coffin Fellow
Who Can Apply: 3L
Deadline Date: October 14, 2011

Employer: U.S EPA Region 10
Job Title: EPA Honors Attorney Fellowship
Who Can Apply: 3L
Deadline Date: October 15, 2011

Employer: New York State Supreme Court, Appellate Division
Job Title: Judicial Clerkship
Who Can Apply: 2L, 3L
Deadline Date: October 14, 2011

Helpful Web Sites For Your Job Search

In addition to the many jobs posted on Symplicity -- and new listings are added almost every day, here are some other sites and links you should check regularly:

- VLS is a member of the Intercollegiate Job Bank, an on-line job newsletter exchange with law schools nationwide. To access these job listings, go to: https://www.law2.byu.edu/Career_Services/jobbank/ (a link to this site is also available on our Symplicity home page). The user name is jobbank; password: postings.

- We subscribe to Environmental Career Opportunities, which lists a range of environmental jobs. The site is password-protected and can be accessed by going to our Symplicity homepage where you will find the link and the password.

- Access the State-by-State Online Resources, under the Resources Section of the Career Services homepage – <http://www.vermontlaw.edu/Documents/career%20services/STATEXSTATE.pdf>

- For information on jobs with the federal government, see the guide located at <http://www.vermontlaw.edu/Documents/career%20services/FindingEntryLevelFedJob.pdf>

- Access the International Online Job Resources and Judicial Clerkship Resources under the [Resources](#) section of the Career Services homepage.

- The American Bar Association provides information on a range of topics, including job postings, at <http://www2.americanbar.org/careercenter/Pages/careercenter2.aspx>. In addition, there are articles on how to find a job—<http://www2.americanbar.org/careercenter/Pages/ArticlesResources.aspx>—and advice that is specific to this tough economy -<http://www2.americanbar.org/economicrecovery/default.aspx>.

- Follow us on Twitter @vermontlawjobs and join our Facebook Group at <http://www.facebook.com/#!/group.php?gid=295128751297> for up-to-date job postings, programs, information and articles.

Look Who's Coming To Campus

USAF JAG

Deadline to Career Services: October 14, 2011
Interview Date: October 28, 2011

Federal Public Defender, Burlington, VT

Deadline to Career Services: October 13, 2011
Interview Date: TBD

For full details about these on-campus interviews, please go to [Symplicity](#)

Friend Us On facebook

Career Services has started to use facebook and Twitter to get out important job information and to stay in touch with students and recent graduates. All current students, but especially 3Ls, are encouraged to "friend" us and "follow" us to get job postings, details about career-related events, and articles and information about job searching.

"Friend" us at: <http://www.facebook.com/home.php#!/group.php?gid=295128751297>

And follow us on Twitter @vermontlawjobs

Wondering About Lawyer's Salaries?

Here's a new tool that allows you to link to a database that provides information on lawyer salaries in every county in the United States. This could be helpful to you in understanding average pay in various markets and perhaps may even be useful as a tool for salary negotiations. Here's the link: http://www.abajournal.com/magazine/article/search_wage_data_for_your_county?utm_source=maestro&utm_medium=email&utm_campaign=weekly_email

Here's the link: http://www.abajournal.com/magazine/article/search_wage_data_for_your_county?utm_source=maestro&utm_medium=email&utm_campaign=weekly_email

Key Online Job Links

Here are links to some of the most often used job search sites:

<https://law-vermont-csm.symplicity.com/students/index.php?cck=1&au=&cck=> to sign on to VLS's Symplicity pages

www.nalpdirectory.com for larger law firms

www.pslawnet.org for public interest jobs and fellowships

www.law.arizona.edu/career/honorshandbook.cfm for federal, state and local governments (user name is snicker and password is doodle)