

Your Guide to... Attending the Law Fair

What is it?

- A special event focusing on careers in the legal profession with over 60 exhibitors attending
- An opportunity to find out more about the training and opportunities in law
- A chance to find out about work experience and vacation employment schemes
- Useful to all students investigating a career in law

Remember that many large law firms recruit two years ahead so early research and applications are necessary

Who is going to be there?

- Senior staff and trainees from a large range of solicitors firms, barristers, training providers and other organisations from the law sector
- Please refer to the index in this brochure or refer to the website for full details of exhibitors: www.bristol.ac.uk/careers/fairs

The 10 Commandments of Careers Fair Etiquette

1. Read the Fair Guide or list of organisations attending, plan who you want to see and know what their business does by first checking their website.
2. Work out your first few questions – what is it you want to know? Type of work? Skills used? Travel Location? See page 2 for some ideas.
3. Don't ask about the salary first: show interest in the work, the company and how you can use your skills in their employment.
4. Be enthusiastic, friendly and polite - they might be your interviewer at a later date!
5. It isn't about getting a job today. It's about doing some research and making contacts to help you make a decision and be better informed about your choices.
6. The stallholders are 'shopping' just like you, so be aware that you need to impress too.
7. Talk to a couple of employers first as 'practice' for your first-choice employer.
8. If you are establishing a good rapport with an employer ask if you can contact them again in the future, and take a business card. If you do e-mail them make sure it is within a couple of days.
9. If you have any general queries or want advice ask at the Careers Information Desk.

Who do I talk to?

Any company that interests you – and maybe some that don't. Use the chance to compare different organisations – their application procedures, structured training and future prospects. Organisations attending the Law Fair are likely to expect you have done some research so demonstrate this through the questions you ask.

Some opening lines ...

- “Excuse me, could I ask a few questions?”
- “Could I find out a bit more about your business?”
- “Hi, I’m ..., I’d like to find out a bit more about what you do if that’s alright”
- “Hi, I was wondering what the day to day work is actually like in your company?”

Some questions you could ask

- “What areas does your firm specialise in? e.g., competition, commercial, real estate, intellectual property?”
- “What is your daily work like? / Is it enjoyable/rewarding?”
- “What skills and abilities do you need in the job?”
- “What is the workplace like? / What are the people like?”
- “What are the rewards and frustrations of the job?”
- “What are the opportunities for development or further qualifications?”
- “What skills or characteristics do you really look for in applicants?”
- “What type of work experience is helpful for an applicant?”
- “Do you provide work experience opportunities?”
- “What are the big issues in the industry/profession at the moment?”
- “What opportunities are there for legal work outside of law practices and how acceptable is this experience to your firm?”
- “How important is knowledge of European law in your practise - is this likely to grow in importance?”
- “You mention that you specialise in commercial law – do you look for particular experience to enter this field?”

For further information

- Check the ‘I want to work in’ law section on our website
- Check the websites of firms you are interested in to find out more about their business and prepare particular questions of importance to you
- Explore the Careers Service website to view other legal events to be held throughout the year - <http://www.bristol.ac.uk/careers/events/>
- Read more about the Fair, including comments made by employers – <http://www.bristol.ac.uk/careers/fairs>
- Check the Law Society website for more information on qualifications, training etc, again with a view to preparing questions: www.juniorlawyersdivision.com
- Look at the advice pages of the Careers Service website for information on application forms, CVs and interviews
- See a careers adviser on drop-in for advice or CV/application form checks

Ask us about Careers Bulletin – your way of keeping up to date with all careers events. Have you signed up for Jobs by E-mail ?

Visit our website for more information: <http://www.bristol.ac.uk/careers>