We recommend the following approach to making new connections at these conferences and trade shows:

1. Prepare a 30-second pitch to introduce yourself to new people.
2. Research which companies will be at the event; make a list of those that you want to talk to. Prepare questions to ask them in advance, such as questions about their products, technology, or what engineers do at the company.
3. Casually approach representatives from aforementioned companies at their tables, after a session/presentation, or during a break or scheduled meal during the event.
4. As an icebreaker, introduce yourself and strike up a conversation using the questions that you’ve thought about in advance. Go with the flow during your conversations!
5. When the conversation is over, don’t walk away without getting their name and asking for their business card so you can keep in touch via LinkedIn or email. Send follow-up messages to them no more than a week after the event!

### UPDATES EVENTS

**Click on the red circle for more information about the event**

**OCT 14-17**

- **Pack Expo International**
  - FREE | McCormick Place
  - RSVP Required

**OCT 17**

- **Diversity Virtual Career Fair**
  - Wed. 9am-5pm | RSVP Required

**OCT 17**

- **Automotive Revolution and Carousing Innovation Hackathon Orientation with Cognitive AI Technologies**
  - Wed. 5pm-7pm | Library, Rm 1-470

**OCT 15, 19**

- **Resume Review Sessions**
  - Mon. 3pm-4pm | Fri. 2:30pm-1:30pm
  - SEO 1000

**OCT 19**

- **Chemical Engineering Industry Day**
  - Fri. 2:30pm-6:30pm | RSVP Required
  - SSB Conf Room A,B,C

- **Thought Works Open House**
  - Fri. 3:00PM-5:00PM | RSVP Required
  - ThoughtWorksChicago

**OCT 19-21**

- **Builtworlds Hackathon 2018**
  - Fri. | Registration Required
  - ThoughtWorksChicago

- **LinkedIn Workshops**
  - Tues. 3pm-4pm | SEO 1000

### EMPLOYERS WHO ARE HIRING

- **US Foods**
- **AMTRAK**
- **Happi Labs**
- **Motorola Solutions**
- **CDM Smith**
- **SunCoke**
- **AR Systems**

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