

## Tips for making the most out of law fairs

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Law Fair season is upon us and although some applicants will get distracted by the stationery and gizmos being handed out by firms, filling up your pencil case should not be the priority! Here are my top tips for getting the most out of law fairs:

### Prepare a hit list

You won't have time to speak to every firm at the law fair. Review the list of firms attending and narrow your hit list to 5-10 firms that fit your specific criteria whether your criteria is guided by practice area expertise, firm size or office locations to name a few.

### Research

Research the firms you are interested in. What are their main areas of work? Where are they based? You will not make the best first impression if you declare your passion for private wealth law and working in a regional firm to a City firm that only undertakes commercial work. Post research, you will know what else you would like to find out about the firm at the law fair.

### Arrive early

Law fairs can be tiring so arrive early if you can. This way, firm representatives will be more alert and fresh when you chat to them.



## Ask questions

Firm representatives can provide first-hand insights into life at a firm and about their trainee programme. Use the occasion to ask questions that aren't covered in a firm's marketing materials. Trainees are usually more than happy to tell you the truth about their work-life balance, social events, and the amount of responsibility they get. You can then compare and contrast your discussions to help you decide where to apply.

## Show your personality

Law fairs are a two way process; they are not just for you to get to know different firms but also for those firms to get to know you. Firms want to know who you are and how you will fit in with their culture, and law fairs are a unique opportunity to speak to recruitment teams face to face. In addition to showing your interest in a firm, use this opportunity to show off your personality and skill set that you have developed through weird and wonderful hobbies. This will improve the likelihood of them remembering you when you come to apply/interview.

## Make notes

You will speak to trainees and members of the recruitment teams from a number of different law firms, so note down any helpful information you receive. If you meet someone who shared some useful information and their contact details, there is no harm in sending them an email to say thank you. This is also helpful if you have any follow-up questions and/or want to mention their name in your application.

## Meet us

Cripps will be attending the following law fairs this Autumn:

- BPP online Law Fair – 5 October 2022
- University of Bristol – 13 October 2022
- University of Sussex – 2 November 2022
- University of Surrey – 9 November 2022
- ULaw Guildford – 9 November 2022
- University of Birmingham – 9 November 2022
- University of Kent – 10 November 2022
- University of Southampton – 16 November 2022

We hope to see you there!

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