How to Talk to Admissions Reps
at the Health Professions Fair
WHO WILL BE PARTICIPATING IN THE FAIR . . .

- 72 health professions programs will participate
- Programs represented: medicine, dentistry, public health, pharmacy, optometry, physician assistant studies, nursing, and others.
- Admissions reps arrive on campus early and set their booths for the doors to open at 10:00 AM. They will depart around 2 PM.
- See program for list of participating programs
Registration Area: Where you should check in for your volunteer shift. Located at main entrance to Ballroom.

Ballroom: Where the actual fair takes place; all admissions reps’ booths are located in this room.
Attire

- You don’t have to wear a suit, but choose your attire wisely as the suggested dress is business casual.
- Ensure hair is out of face and jewelry is minimal to help with nervous distractions.
- You do not need a resume.
- Try to travel light that day if possible – a large heavy backpack can be distracting. (There is no secure place to leave your backpack.)
ETIQUETTE
(INTERACTING WITH ADMISSIONS REPS)

- Read their nametag! Always refer to the representative by their title and last name: Dean Jones, Dr. Love, Mr. Maldonado or Ms. Walker (If you are unsure, assume the higher level of degree.)

- Offer a firm handshake, a smile, your first name and a brief summary and what you would like to know from them
**Brief Summary**

- Where are you in the process?
  - Considering a particular profession or more than one
  - Committed to a particular profession but not in the current app cycle
    - And feeling pretty solid about your competitiveness
    - And feeling a bit concerned about a weak area of the app
  - In the previous app cycle, but on a waitlist
  - In the upcoming app cycle

- What would you like to know from the representative?
  - Specific details about their school
  - How to be more competitive
  - What does their school look for in a candidate
  - Suggestions for overcoming any weaknesses
Practice

- Pair up with someone (Agree who will be the rep first and who will be the student)
- Shake hands
- Go through your “brief summary” – don’t worry about getting it exactly right!
- Give feedback
- Switch
- Brief Summary
- Give feedback!
STRATEGIES

- Preview the attendees (consider researching targeted schools)
- Locate your schools on the map, so you know what to anticipate
- When you arrive, walk around to get a “feel” for the room
- Start with a school you are less interested in – give yourself a chance to “warm up”.
- While you are waiting in line, politely “eavesdrop” so that you don’t make the rep repeat what they just said.
- Say thank you to them for coming to the fair!