



Recruit-A-Duke

JMU Career & Academic Planning

Newsletter

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**WELLS
FARGO**

SPOTLIGHT ON WELLS FARGO'S ANDREW LUCAS

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This month Recruit-A-Duke caught up with May 2007 alum, Andrew Lucas. After graduation, Andrew started with Banc of America Securities as a Collateral Analyst and is currently with Wells Fargo Real Estate Merchant Banking. Check out our dialogue with Andrew as he offers some key insights on how to navigate the road that lies ahead.



As a JMU student, what types of things should I be considering and doing to prepare for graduation and enter the job market in this tough economy?

First, consider the fact that you are about to put a stamp on four (maybe five) great years at JMU so prepare to market yourself. You are now competing with a dynamic, well-educated, and experienced population of new grads and, depending on your career path, the recently unemployed. A few suggestions to increase your marketability:

1. **TALK** – Welcome uncomfortable conversation, shoot the breeze with professors, go to career fairs, participate in mock interviews, ask questions of local business owners. If you don't understand the concept of leveraging relationships to get your foot in the door, you spent way too much time in D-Hall.

2. **READ** - You should have an idea of what is going on in the world outside of Harrisonburg. Pick up a newspaper and read the front page of every section a few times a week. Monitor your industry. What does the future look like for companies you might be interested in working for?

3. **CREATIVITY IS KEY** - An interview will present you with questions ranging from "Tell me about your internship" to "What is the best comedy you've seen and why?" You'd be surprised how important a crisp response to the latter may be.

4. **DO NOT BE DISCOURAGED**. Yes, you are facing a challenging and competitive job market. The reality is that job demand grossly exceeds supply. You are likely having tough luck breaking through to employers. Yet, you probably don't have a mortgage, or a few kids, or a retirement plan that just got steam-rolled. Take a step back to think about how fortunate you are to be young and free of those burdens.

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Tips from Workforce.com:

- When searching for new job, turn off the computer. Find conferences, networking events and social gatherings.
- Utilize words that employers will use in keyword searches. Often times companies uses systems which "dump" resumes into a pool. Listing duties, not adjectives will help you make the cut.

Recession Proofing Your Job Search

[Click here for more information on how to better prepare yourself.](#)



Proactive Interviewing Skills

The key to making an interview successful is to “WOW” the potential employer. Of course we know what you’re thinking: “Easier said than done.” Well not exactly.

There are, according to John Rice on Gottamentor.com there are 3 essential questions that you must answer during an interview. First, are you passionate about this kind of work? Second, how “good” are you relative to the others being interviewed? And third, How well will you fit with the culture of the organization? . In order to provide sufficient answers to these questions the solution is simple: Be authentic.

When answering questions be sure to provide three personal examples that allow your passion and genuine energy shine through.

The screenshot shows the GrouperEye website header with the tagline "Job opportunities and cash for students with ideas." Navigation tabs include HOME, CURRENT CASES, INTERNSHIPS + JOBS, MY ACCOUNT, RESULTS, HOW IT WORKS, and BLOG. A "REGISTER" button and "Leave Feedback" link are also visible. Below the navigation is a "HOW IT WORKS" section with a four-step process diagram.

GrouperEye... Great. What is that?...

A site designed to make you a little less broke... No really. GrouperEye is an up- and- coming website that gives students and opportunity to find the best solutions to the companies problems. The best solutions win a \$100 dollar prize. [Click this link for more information on how to register.](#)



Upcoming Events on Campus

Wednesday, April 1st
Resume Writing Workshop
Wilson 306, 12pm– 1pm

Thursday, April 2nd
Government Career Panel #1
Sonner 215, 5:30pm to 6:30pm

Wednesday, April 8th
Government Career Panel #2
Wilson 306, 11am– 12pm

Thursday, April 9th
Resume Writing Workshop
Wilson 306, 11pm– 12pm

Monday, April 13th
Resume Writing Workshop
Wilson 306, 3pm– 4pm

Wednesday, April 22nd
Resume Writing Workshop
Wilson 306, 11am– 12pm

Thursday, April 30th
Resume Writing Workshop
Wilson 306, 12pm– 1pm

On– Campus Interviewing



Government Career Panel





Andrew Lucas (Continued)

Should I consider internships as an option in addition to searching for full-time employment?

In a word, yes. However, keep in mind that there is a strong possibility that you will not be paid. If this is an avenue you truly want to explore, be sure to ask about the reality of full-time employment. I like the idea of part-time better. Don't be afraid to ask and don't for a second think that you are playing second fiddle. Things are tough out there. Getting your foot in the door is the hardest part.

Are there any recommendations that I should take into account in regards to my personal finances in this economy?

This is a delicate question. Personally, I am tightening my belt a bit. But, if you look at the economy, it is the consumer who drives the bus. We need spending, consumer confidence, small business development, and the list goes on. When we spend less, businesses collect less revenue, which stifles growth and employment (potentially your job). It's an ominous cycle. Be mindful of the fact that you might need a few more months of cash flow while job hunting. Even if you find yourself in a great job with armored job-security, be a careful steward of your cash.

One more thing. What is your credit score? If you haven't checked, please do. Lending regulations and restrictions are growing alongside stimulus legislation. Your credit history is now a label, not to be looked past. Keep that in mind.

Any other suggestions/advice that you would be willing to provide to JMU students...

- (1) You are not your undergraduate major. As a JMU grad, you are well-rounded and agile. You might not find your dream job in SMAD, marketing, banking, international affairs, or technology today. Consider healthcare, education, or working for the federal government. These segments undoubtedly offer the greatest promise of employment.
- (2) I'm a bit of a dreamer. Tough times like these are periods of personal reflection. What if you consider this recession a blessing in disguise? This might be your chance to try something you will never get the chance to do again. Is there a thought, an idea, or concept that has become a bit of an obsession? Do you crack a smile just thinking about it? Gravitating towards this, you will not regret it.

Look Who's Coming to Campus...

Week of March 30th

- A.J. Dwoskin & Associates
- Cvent, Inc.
- John Hancock Financial Network

Week of April 5th

- IBM Business Consulting Services
- IBM Global Business Services
- Consolidated Graphics
- Liberty Mutual Insurance Group

Government Panel: Candid Conversations with Federal Government Insiders!

When: Thursday, April 2nd

Where: Sonner Hall, 5:30pm

What: Hear from representatives from several different government agencies concerning what types of opportunities are available with the federal government for business and technology agencies, how to be successful in obtaining a position with the federal government, what type of work can you expect to be involved in in a federal job, and how might you progress in a career with the federal government. Panelists will be from the General Accountability Office (GSO), General Services Administration (GSA) & the Federal Highway Administration (FHA).