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### Office of Career Services

**Maria Galarza**

Sr. Administrative Secretary

**Pamela Hyland**

Associate Director Career Dev.

**Phil Marshall**

Alumni Mentor Program Director

**Hilary O'Brien**

Sr. Administrative Secretary

**Sarah Tigerman**

Career Counselor

**Sue Tunnell**

Job Developer

**Sari Zimmerman**

Director Career Services

#### Student Assistants

Megan Rogers

Kori-Renee Hart

The Career Corner is edited by Maria Galarza

# Career Corner

## Career Tips

### « *Being Savvy at Social and Networking Events* »

By Pamela Hyland

“**G**ee, I just want a job – why

would I go talk to a bunch of people who aren't currently hiring?” Why is it such a good idea to attend networking events such as the upcoming Small Firm Table Talk or employer-sponsored receptions?

Here's why.

Networking events help you to gain comfort in talking with strangers. Initially, it can be as simple as that. We invite attorneys to campus so you can practice breaking the ice with them and learning about different areas of the law. We provide a nice venue to encourage interaction between you and the attorneys. Since these are the same kinds of people who will conduct your interviews (and eventually become your colleagues), we want you to develop a comfort level with them that will allow you to shine when you get to the interview setting.

One aspect of networking events that students often overlook is that these employers are actually courting you. Yes, they are checking you out to see if you are a good fit for the firm but they are also hoping to impress you with the firm's practice, culture and clients. Feel free to ask them questions about the firm, the work and the clients – they are there to teach you about their firm so you can make an educated

choice of where to apply and, ultimately, what job to accept. Contacts are the first step toward mentoring relationships and possibly even full-fledged friendships in the professional world. Not only are the events designed to connect you with attorneys in your field, they also help you build the kinds of relationships that will sustain you through your legal practice. You are not “using” people through these relationships and we *never* expect you to have to ask a contact for a job; the interactions are far more gracious and organic than that. If they like what they see in you, they will offer their assistance or opportunities.

Keeping in touch with contacts is an essential part of the relationship building process. We hope with these events to encourage you to nurture politely the budding contact into a more mature relationship. Asking for an attorney's business card to follow up with other questions, sharing articles of interest and/or updating her/him from time to time on your progress through law school are just a few of the graceful ways of staying in touch and growing the relationship.

Preparing your main points in advance and practicing what you want to say can help you to steer the conversation toward your goals as the interview progresses, making the interview experience a pleasure for both you and your inexperienced interviewer!

### **JOBS! JOBS! JOBS!**

Everyday, the Career Services Office receives new listings. Log onto [hastingscareers.com](http://hastingscareers.com) and check

often for new postings.  
Just a few highlights:

**SPRING POSITIONS**

**Talamantes/Villegas/Carrera, LLP (“TVC”)** is a progressive, bilingual San Francisco law firm specializing in employment and labor law, with an emphasis on wage and hour class actions. TVC seeks a law clerk who can work 15-20 hours per week on litigation projects, legal writing and research, and client interviews. Fluency in Spanish is required. We are looking to fill the position immediately.

**Please send your resume and writing sample** to Virginia Villegas, Esq., at Talamantes/Villegas/Carrera, LLP, at 1550 Bryant Street, Suite 725, San Francisco, CA 94103.

**Law Offices of Benjamin Sarnoff-** Need a student to perform legal research on an as-needed basis. Most research will be related to entity formation and/or real estate issues.

Have one current set of real estate issues that needs research. Should not take more than 10 hours. Any past experience or knowledge with respect to real estate deeds, filing, and transfer issues is a big plus.

Am reasonably flexible as to time commitments. I will not ask for anything that will impede on your student life. Log in to [hastingscareers.com](http://hastingscareers.com) to **apply online**.

Want to make an appointment with a career counselor?  
Call the CSO Front Desk at **(415) 565-4619**.

**SUMMER POSITIONS**

**Asian Law Caucus Inc.:** Summer law clerks must be available two days per week. During the semester year, assignments and supervision come from attorneys in each of the project areas. (Summer law clerks generally focus primarily on one area.) Assignments include meeting with clients to draft declarations, helping to research and draft court filings such as briefs and motions, attending hearings, creating community education bulletins, and drafting letters in support of or opposing pending bills in Sacramento and Washington. **Apply online** at [hastingscareers.com](http://hastingscareers.com).

**Seyfarth Shaw LLP- 1L** Summer associates are encouraged to observe and participate in practical legal activities including trials, depositions & negotiations. The goal of the Summer Associate Program is to provide an accurate perspective of the Firm's working environment, while providing social activities which will enable the summer associates to become familiar with the firm and the city of Los Angeles. [www.seyfarth.com](http://www.seyfarth.com) **Apply online** at [hastingscareers.com](http://hastingscareers.com).

**Alumni Mentor Program Orientation**  
Wed., February 14, 2007  
12:40 – 1:30pm  
Room TBA, Bldg. 198  
**Advanced Sign Up Required!**  
Sign up on [hastingscareers.com](http://hastingscareers.com)

**The U.S. Court of Appeals for the Ninth Circuit** - invites applications for externships with its central legal staff, the office of Staff Attorneys in San Francisco, for the fall term of 2007. The externship provides the opportunity to learn a wide variety of practical legal skills in discussions with two or three panels of circuit judges. Each extern is supervised closely and given extensive feedback by a senior staff attorney. **For more information on how to apply**, log on to [hastingscareers.com](http://hastingscareers.com).

**This Week’s Events**  
*Wed February 14, 12:40 PM - 1:30 PM*  
*Panel/Room F*  
**Career Options in Labor and Employment Law**  
  
*Wed February 14, 3:45 PM - 6:00 PM*  
*Courtroom of U.S. Dis. Ct. Judge Alsup*  
*US Courthouse*  
*450 Golden Gate Ave*  
**Judicial Clerkships: The Universal Career Boost, Part I**  
  
*Fri., February 16, 12:40 PM - 1:30 PM*  
*Workshop/ Room F*  
**Small Firm Job Search**

**CAREER SERVICES OFFICE**  
100 McAllister Street, 2<sup>nd</sup> Floor  
San Francisco, CA 94102  
Phone: (415) 565-4619  
E-mail: [careers@uchastings.edu](mailto:careers@uchastings.edu)  
**Office Hours**  
Monday – Friday  
9:30 – 6:00pm