



JUSTICE & GOVERNMENT NETWORKING NIGHT

The **2018 Justice & Government Networking Night** connects current students with UMD alumni and employers working in the field of legal services, law enforcement and nonprofit/social justice. Each representative below will have a name badge so you can locate professionals with ease.

Review the tips on the back to ensure you make a positive first impression!

Federal- Government/State

DC Government Office of Police Complaints, *Investigator*, Ethan Trinh*

DC Government Office of Police Complaints, *Senior Investigator*, Anthony Lawrence*

Federal Bureau of Investigation (FBI), *Special Agent & Recruiter*, Desiree Smith

Homeland Security Investigations- ICE, *Deportation Officer*, Cassandra Lewis

Homeland Security Investigations- ICE, *Special Agent*, Mary Horn

US Department of Commerce, International Trade Administration, *International Trade Specialist*, Drew Roberts *

US Drug Enforcement Administration, *Assistant Special Agent in Charge*, Donald Im*

US Marshals Service, *Deputy US Marshal*, Christopher Graham*

US Marshals Service, *Deputy US Marshal*, Carlos Peralta

US Secret Service, *Officer*, Andrew Reynolds*

Legal/Law Enforcement & Security

Baltimore Environmental Police, *Sergeant*, William Booth

Howard County Police Department, *Recruiter*, PFC. Yang (Jeremy) Zhou*

Law Resources- Staffing Agency, *Principal*, Lisa Parzow *

Montgomery County Police Department, *Police Officer*, Melissa Coligan

Montgomery County Police Department, *Director*, Volunteer Resources Section, Allie Walters*

The Law Office of Miguel Palmeiro, *Esq*, Miguel Palmeiro*

US Department of Health and Human Services (DHHS), *Special Agent*, Monica Zink*

US Department of Justice - Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF), *Branch Chief*, C. Anderson

US Supreme Court Police, *Corporal*, Katie Thornton

US Supreme Court Police, *Officer*, Robert Smith*

Nonprofit/Social Justice

Human Rights Campaign, *Internship Coordinator*, Candace Gingrich

Teach For America, *Recruitment Manager*, Ricardo Silva (Education)

The Arc Prince George's County, *Outreach & Resource Administrator*, Melonee Clark

The Choice Program at UMBC, *Associate Director, HR*, Danielle Yurchinkonis

Noted as Alumni *

Networking Tips

Make the most of the Networking Night by reviewing the tips below and asking great questions. Some employers may have specific positions to share, but all participants listed below are excited to meet you and look forward to answering your questions.

Sample Questions:

- What do you like most (least) about your work?
- What are the entry level positions called in the field?
- What do you think are the most important skills to have to be successful in this field?
- What made you choose the law program you did? What did you like about it?
- Can you describe a typical workday or week?
- What type of education and experience do you need to remain successful in this field?
- What are the future career opportunities in this field?
- What are the challenges in balancing work and personal life?
- Which organizations have the best track record for promoting minorities?
- What advice would you give to someone trying to break into this field?

Questions for Alumni:

- Were there any classes or experiences you had at UMD that better prepared you for the field?
- Are there experiences you wish you had gained?
- Was your major directly related to your first position after graduation?
- When searching for your first position, what strategies did you find most helpful?
- Are there industry specific professional associations that you recommend joining?

Do's & Don'ts:

- Do keep one hand free so you can shake hands when necessary.
- Do be yourself and ask questions you have prepared ahead of time.
- Do bring a networking business card, if you have one, or copies of your resume (but only present it if requested).
- Don't tell them your life story; you are dealing with busy people; get to the point and actually listen to what they say.
- Don't go straight for the food! Follow others' lead and partake in moderation.
- Don't pass up opportunities to network – this event is for anyone interested in meeting new people!
- Be prepared to introduce yourself with a 30-second elevator pitch: name, major, interests, past experiences.
- Thank the alumni/employers for attending. Remember, peoples' time is very precious and we are tremendously fortunate to have amazing alumni and employers who volunteer to give back!

Quick Tips:

Ask for advice—not for a position

Your networking meetings should be a source of career information, advice, and contacts. Start off the encounter with a firm handshake, eye contact, and a smile. Focus on asking for one thing at a time.

Review the list of attendees and focus on quality—not quantity

In a large group setting, circulate and meet people, but don't try to talk to everyone. It's better to have a few meaningful conversations than 30 hasty introductions. Don't cling to people you already know; you're unlikely to build new contacts that way.

Ask for referrals

The person you are networking with may not have a job opening, but he or she may know someone who is hiring. The key is to exchange information and then expand your network by obtaining additional referrals each time you meet someone new. Be sure to mention the person who referred you.

Stay in touch with professionals

Keep a list of your contacts and update it with the names of any leads given to you. Send a thank you note, email, or LinkedIn request within three days. Remind them how you met and if applicable, ask for a follow up conversation.

Interested in meeting more alumni? Log on to **Terrapins Connect** (go.umd.edu/connectalumni) to chat with 1,800+ alumni working in over 50 different industries and 100's of organizations.