



How to make the best use of legal fairs

A difficult skill to master but fear not! There are ways...

Knowing your targets

- If possible, try and get a list of the firms/chambers at the fair beforehand and select ones you want to talk to- you don't waste time wandering around and you don't miss ones you would love to speak to
- Why is this also good? It means you can come with prepared questions in the back of your mind, ask about something specific to do with the firm/chamber's clients, their training policies, anything you want to know about.

LinkedIn

- You don't need to ask everyone for LinkedIn when at the fair, a bit unprofessional and unneeded, simply remember their names if they are on name badges or ask for their names once you have finished talking, adds a bit of person touch, then you can add them on LinkedIn later.
- Always follow up with a question, either on LinkedIn or do email them (I have never been ghosted when emailing solicitors so it's worth a shot). Make it a well thought out and insightful question, not just what's the best skill for a solicitor etc.

When actually talking

- It depends on how big the firm/chambers are, but I have got work experience just from talking to the representatives!
- If the conversation allows ask them things about how they got into the industry or that firm/chambers. Who knows, maybe they grew up in the same town as you! If so, it gives you a personal connection that makes you stand out if the firm/chambers are small enough to email about work experience later