

How to Prepare for a Transfer Fair

Transfer fairs are unique opportunities for you to meet college and university admissions representatives all in one place. They are seated at tables to answer your questions and give you information on their respective schools. Collecting university brochures, pamphlets, and other resources help you make well-informed decisions about your education after SPSCC. Because transfer fairs can be overwhelming, we've gathered steps to take that will help you feel confident:

1. Gather information and materials

Do your research before going to the fair. Make a list of college recruiters that you want to meet. Do your research on the college and your major and create a list of thoughtful questions (see our handout: "Questions to Ask University Recruiters"). When you go to the event, bring your college list, a pen and paper to take notes and a bag or folder to hold college brochures. Use a neutral email address – remember that college admissions staff will see it.

2. Ask questions

Make an impact on the college recruiters by showing that you are interested and familiar with the school by asking thoughtful, well-researched questions. Do not ask questions that they have the answers to on their website (e.g. what is the freshman admissions deadline?)

3. Dress for success

You will want college recruiters to remember you for your professional look and demeanor. Use body language that includes smiling, making eye contact, shaking hands, and being polite.

4. Go Off Script

Sometimes, you will see an unfamiliar school. Take this opportunity to learn about this new school. Explain to them that this is your first time hearing of them and be prepared to talk about who you are and what you are looking for in a school.

5. Get contact information and use it

Be sure to get recruiter contact information by the end of your conversations. It may be tempting to rely on the staff that you know at SPSCC, but it is important to build these new relationships. You will need admissions information directly from the schools and creating a favorable impression.

