

Top Five Legal Job Search Tips

By Monroe Mann



Allow me to make you aware of something: every single day, people are getting fired (which is an opportunity for you) and also getting hired (more opportunity for you). Do not listen to the hype; do not compare yourself to your friends; do not focus on anything but getting a source of income after graduation – it's not only possible, you are going to do it.

As some of you may know, I'm an author and motivational speaker. I give motivational business and career seminars, primarily for those in the arts, at places such as the Writer's Guild of America, the American Federation of Television & Radio Artists, 36 Street Studios, and the like. Before each seminar, I always write on the white board the following six words: "No Rules. No Excuses. No Regrets." I call this the "Break Diver's Creed."

What is break diving? Well, I call it the lost art of finding opportunity. Instead of waiting for opportunities to float to the surface, break divers dive right in to the dark and icy waters of resistance and find and make their *own* opportunities, emerging victorious.

That is what I want you to do: become a break diver. Start your 'job search' anew with a "No Rules, No Excuses, No Regrets" mentality. If you are willing to put in the work, I can all but guarantee that you are going to ultimately end up exactly where you want to be. That all being said, and without further ado, here are five great ways to find employment that I have discovered over the years:

5. MARTINDALE MESSAGING. Go to Martindale.com. Click on "Advanced Search." Find attorneys in your practice area who went to Pace Law School. Send a message to each of them, directly from the site, explaining you are also a Pace Law School graduate, why you are the person they are looking for, and ask if there are any job openings and if not, if they can refer you to any firms who are hiring. *How do I know this works?* Not only have I found potential job leads by doing this, but you'd be shocked at how helpful a fellow Pace Law School graduate can be. I am currently preparing a private placement securities offering for a firm I am raising money for, and a Pace Law School graduate who works at Blank Rome has been helping me – pro bono – with all of the legal paperwork. His paralegal was asked to answer any questions I have, I've been conversing with her for months, and I have become a private securities dynamo as a result, without spending a dime. What's more is that both of them know that I am becoming a securities dynamo, too, and that

can't hurt.

4. BEAT THE STREETS.

This is an old show business term. It refers to how actors used to get jobs and get agents – by going from door-to-door with their headshots and resumes and asking for a chance to audition and prove themselves. Do as they did. Beat the streets. Just walk in, unannounced, to any law firm you want to work for – in business attire, of course – and ask if it would be possible to set up a job interview. When they say no, which they probably will, ask for directions to the human resources department, and drop off your resume. *How do I know this works?* Well, I know from experience that sometimes, to show that you really mean it, you just have to show up unannounced and in person. Sure, sometimes you are turned away. Sure, sometimes you are chastised. But more importantly, sometimes you are looked upon as the determined go-getter that they are looking for. And



that one positive interview may be all you need.

3. BECOME AN INTERN.

True, working for free stinks, but it sure beats not working at all. There are countless stories of unpaid internships turning into full-time jobs. The trick? *You have to become absolutely indispensable.* You have to prove your worth beyond a shadow of a doubt. When you are at a job interview, and they say, "No," that is when you say, "How about if I work for free for the next three months and prove to you that your firm is going to become more profitable with me on your team? And you can let me go at any time with no compensation." *How do I know this works?* I have worked as an intern in a number of places over the years, and after showing what type of work I am capable of doing, they realized that they would like to keep me on board. Did this happen with every internship? No, but enough to make me realize that just because you offer to

work for free doesn't mean it is going to stay that way. At the bare minimum, you gain valuable experience, and a great addition to your resume.

2. TALK TO LAST YEAR'S 3LS WHO HAVE JOBS.

Somehow many last year's grads are working in paid positions. How could that possibly have happened? That's impossible! No one has a job! Actually, a lot of people scored jobs last year. And many more will this year. The key is to ask those who have jobs two things: (1) "What do you recommend I do in order to follow in your footsteps?"; (2) "Do you know of any positions at your firm for which you could recommend me?" *How do I know this works?* Networking is an undeniable key to success. Moreover, networking with people who are already where you want to be is another undeniable key to success. Don't let your ego get in the way: ask for help! Ask everyone and anyone for help. Tell them you are looking for a

higher likelihood of getting a response. *How do I know this works?* I run my own business and have often posted help wanted ads for interns, actors, editors, etc. Most people respond impersonally, like the example above. The rare few actually do a Google.com search for my company, find my books on Amazon.com, and write a cover letter that actually shows sincere interest in what I am doing. Go figure – those are the first people I interview for the positions. It is better to send five carefully crafted cover letters to five companies than 50 generic and impersonal cover letters to 50 companies. Remember that.

BONUS TIP 1: MAKE THEM COME TO YOU. If you read my last article in *Hearsay* (September 2009 issue), you might remember that traditional networking is about meeting people, whereas guerrilla networking is about becoming the type of person *other* people want to meet. As a quick summary, let me just remind you that you should stop trying to "get a job" and start trying to "entice the job offers to come to you." Think long and hard about the characteristics of those people who get job offers thrown in their lap... and emulate those characteristics. What do these people do? What *did* these people do? How did they get unsolicited job offers? How can you similarly separate yourself from the masses of other law school graduates trying to find a job? Therein lies your salvation.

BONUS TIP 2: START YOUR OWN LAW FIRM. Yeah, yeah, I know, I'm a broken record on this issue, but the truth of the matter is that every law firm you are trying to work for was once started by an entrepreneurial soul or group of souls who had the same hesitations and reservations that you perhaps are having right now as you read this. Don't underestimate yourself – not only can you start your own law firm, but maybe you should! How to start? Make a list of every legal service you think you could provide to others. Then, make a list of everyone you know who might potentially be interested in those legal services. Edit and adjust both lists until you have something that actually seems plausible. When you do, guess what: You have the foundation for your very own law firm.

BONUS TIP 3: GO THE GOVERNMENT ROUTE. We all know about the Assistant District Attorney jobs and clerkship programs,

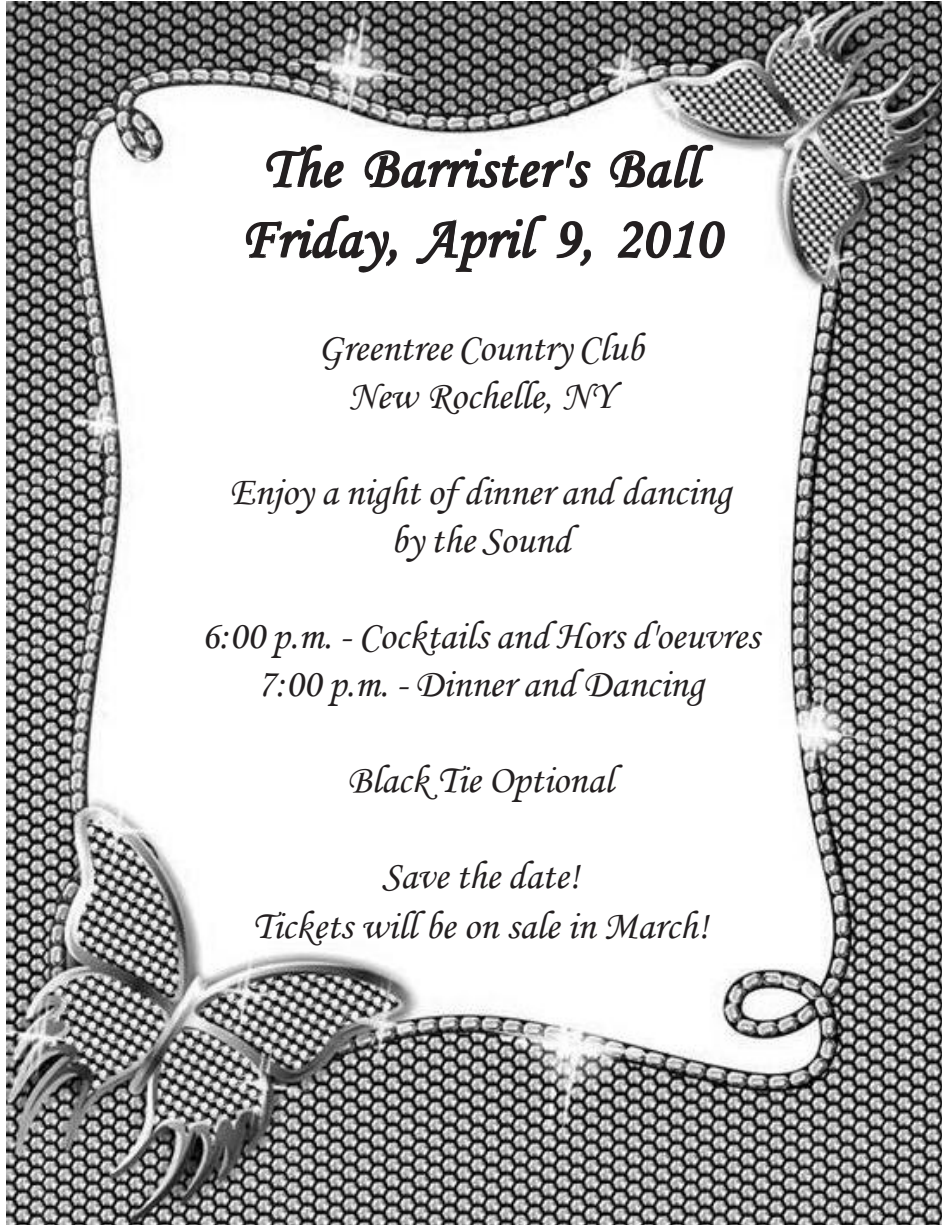
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but there are many more ways to put your law license to good work in the public sector. For starters, there is the JAG (judge advocate general) Corps of the various military branches. As an intelligence officer in Iraq, I had the opportunity to work as an investigating officer for the JAG office involving the inadvertent shooting death of two Iraqi National Guard soldiers. JAG officers have a great job, instant respect as an O-3 (Captain in the Army; Lieutenant in the Navy), and they do real and

important work from day one. Next, how about applying to become a special agent with the FBI? Sure, this is more appropriate for the older students who already have some work and life experience, but hey – that's either you, or you in a few years, right? My point is that there are far more posh and cushy government jobs than those in the local courtroom. Open your eyes, and you will find them.

Monroe Mann is a Pace Law 3L and the founder of Unstoppable Artists, LLC. He is the co-author of Guerrilla Networking (with Jay Conrad Levinson) and the author of Time Zen. For more information, visit www.MonroeMann.com.



The Barrister's Ball
Friday, April 9, 2010

Greentree Country Club
New Rochelle, NY

Enjoy a night of dinner and dancing
by the Sound

6:00 p.m. - Cocktails and Hors d'oeuvres
7:00 p.m. - Dinner and Dancing

Black Tie Optional

Save the date!
Tickets will be on sale in March!

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Visit us online at <http://www.law.pace.edu/hearsay/>

Environmental Law Society

Upcoming Events

ELS Meeting

Tuesday, March 2 at 4:30pm
Student Annex

Cross Country Skiing Adventure with Professor Coplan

Sunday, March 7

Climate Change and Water

Free for Pace Law Students
RSVP to: lmaccarone@law.pace.edu
Thursday, March 11 at 6:00pm
Judicial Institute

Science Barge Tour

Sunday, March 14
In Yonkers on the water

Environmental Summit

Friday, March 19 - Sunday, March 21

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Wednesday, April 7, 2010 at 7:00pm

*Pace Law School
Tudor Room, Preston Hall*

*R.S.V.P by Wednesday, March 31, 2010
to Claudia Fathi at cfathi@law.pace.edu*

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Pace University School of Law

Calendar of Events

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday/ Sunday
March 1	March 2	March 3	March 4	March 5	March 6/7
IJIECT Meeting 9am - 1pm Preston Hall 303	CLE - Free Online Resources for Lawyers 2pm - 4pm Gerber Glass Moot Court Room Meditation 3:30pm - 4:30pm Aloysia Hall 306 3rd Annual Winter Career Fair 4pm - 7pm Preston Hall Student Lounge and Tudor Room	Dispute Resolution Society Meeting 3pm - 3:45pm Classroom Bldg. 01 CLE - The Life of a Civil Suit 6pm - 8pm Gerber Glass Moot Court Room	Summer Judicial Internship Program 12pm - 1pm Aloysia Hall 203 University Employee Recognition Awards Ceremony 2pm - 4pm Preston Hall Tudor Room Land Use and Real Estate Alumni Reception 5pm - 6pm Judicial Institute Room 305 CLE - Financing Commercial Real Estate Transactions 6pm - 8:30pm Judicial Institute Omni Room		
March 8	March 9	March 10	March 11	March 12	March 13/14
PILSO Silent Auction 10am - 7pm Graduation application, worksheet, and certificate applications due for all January 2011 degree candidates	PILSO Silent Auction 10am - 7pm Exam Writing Techniques Workshop I 12pm - 1:30pm Classroom Bldg. 201 Meditation 3:30pm - 4:30pm Aloysia Hall 306 Alternative Legal Careers Panel 5:30pm - 7pm RSVP: careers@law.pace.edu CLE - Handling the DWI/DUI Case (Part I) 6pm - 8:30pm Gerber Glass Moot Court Room	PILSO Silent Auction 10am - 7pm	PILSO Silent Auction 10am - 7pm PILSO Live Auction 5:30pm - 7pm Preston Hall Tudor Room CLE - Climate Change and Water Law 6pm - 8:30pm Judicial Institute Lecture Hall	Phi Alpha Delta New Member Initiation Ceremony 7pm - 8:30pm Classroom Bldg. 101	<u>March 13 & 14</u> National Mock Trial Competition 8am - 6pm
March 15	March 16	March 17	March 18	March 19	March 20/21
	Bar Association Fair 3pm - 6pm Classroom Bldg. 1st Floor and Preston Hall Tudor Room Meditation 3:30pm - 4:30pm Aloysia Hall 306 CLE - Handling the DWI/ DUI Case (Part II) 6pm - 8:30pm Gerber Glass Moot Court Room		Criminal Justice Society - Dinner Honoring District Attorney Janet DiFiore 5pm - 8pm Preston Hall Tudor Room <i>Hearsay</i> - April issue submission deadline 5pm		<u>March 20</u> WALS Pioneer of Justice Brunch - Honorable Kathie E. Davidson 11am - 2pm Preston Hall Tudor Room <u>March 21</u> Admitted Student Day 9am - 4pm
March 22	March 23	March 24	March 25	March 26	March 27/28
	Above the Bar Committee Meeting 11am - 3pm Preston Hall 303 Intro to State and Federal Clerkship Panel 12pm - 1pm Classroom Bldg. 01 Exam Writing Techniques Workshop II 12pm - 1:30pm Classroom Bldg. 201 Meditation 3:30pm - 4:30pm Aloysia Hall 306 CLE - Neuroscience and Law Firm Leadership 6pm - 8pm Gerber Glass Moot Court Room		Women in the Law: Pathways to Leadership 3pm - 6:30pm Gerber Glass Moot Court Room Reception: 6:30pm - 8pm Preston Hall Tudor Room		
March 29	March 30	March 31	April 1	April 2	April 3/4
Spring Break - No classes, administrative offices open	Spring Break - No classes, administrative offices open Meditation 3:30pm - 4:30pm Aloysia Hall 306	Spring Break - No classes, administrative offices open	Spring Break - No classes, administrative offices open	Spring Break - No classes, administrative offices open	

For more information on these and other events, visit <http://www.law.pace.edu/calendar/>.

Please confirm details before attending events.

To put your group's events on the Calendar of Events, email the details of the event to hearsay@law.pace.edu.