**Networking Tips**

1. **Where to Begin?**
   Begin by looking at your personal network. Think about all of the people you know (friends, family, classmates, former employers or co-workers, community figures, acquaintances from your place of worship, past or current faculty, etc.). Let the people in your network know your interests. Ask them who they might suggest you talk with to learn more about the field you are interested in.

2. **Do your Research**
   Identify Loyola alums or alums from your undergraduate institution who are working in your area of interest. Using www.martindale.com, you can search for attorneys by law school as well as practice area. For example, if you are interested in family law, you might search for attorneys in Chicago who attended Loyola and are practicing family law.

3. **Get Organized**
   Create a spreadsheet listing all of your contacts. Include the contact’s name, title, address, phone number, and email address. Keep notes on the dates of your communication with each contact as well as the referral source, notes about your discussion, and the names of any referrals you receive from the contact.

4. **Use Networking to Learn, Not Just for Job Leads**
   Informational interviewing is a form of networking. Talk to practicing attorneys who are doing the kind of work that you want to do. Learn how they got where they are in their career and what they would recommend for a law student interested in pursuing a similar career. Remember that networking is not “using” people nor is it a way to ask for a job. Contacts are often very willing to provide information and share their expertise with others. You will find that people enjoy discussing themselves and their work, especially with novices in the field.

   Learn more about networking at: [http://www.luc.edu/law/career/internal/networking.html](http://www.luc.edu/law/career/internal/networking.html)

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**1L Tuesday Series Kick-Off**

Thanks to all 1Ls who attended the kick-off of our 1L Tuesday Series with The Honorable Thomas More Donnelly ('86), Sonia Antolec ('07), Nick Lane ('08), and Samantha Martin ('10). The event was a great success!

The Honorable Thomas More Donnelly addresses students of the Classes of 2014 and 2015.

Two 1L students with panelist Samantha Martin (r).

**Symplicity Access for 1L Students**

By November 4th, we will email each 1L student a username & password for our Symplicity job posting system.

1Ls: if you do not receive an email with your log-on information by Friday, 11/4, please email our office at law-career@luc.edu.

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**U.S. Attorney’s Office Internships**

Students interested in interning with the U.S. Attorney’s Office for the Northern District of Illinois during the summer of 2012 should be sure to apply early! When applications are sent to our office, they will be posted at [http://www.luc.edu/law/career/govt_apps.html](http://www.luc.edu/law/career/govt_apps.html). Applications are due in early December!
ABA Judicial Intern Opportunity Program
The Judicial Intern Opportunity Program is a full-time, six-week minimum, summer internship program open to all first- or second-year minority and/or financially disadvantaged law students who want to do legal research and writing for state or federal judges in participating cities.

2012 applications are now being accepted from 2Ls. 1L students may apply beginning December 1st.
Visit http://www.abanet.org/litigation/jiop for more info.

Interested in Child or Family Law?
Check out these new online resource guides created by the ChildLaw Center & Office of Career Services:

• Child Welfare Law Resource Guide

• International Children’s Rights Resource Guide

• Juvenile Justice Resource Guide

• Family Law Resource Guide

• Education Law Resource Guide

Save the Date!
The Midwest Public Interest Law Career Conference (MPILCC) enables employers from public interest and government organizations and JD students to gather for a day of interviews and informal networking. The 2012 conference will be held on Saturday, February 4, 2012 at Northwestern. Keep an eye out in the December newsletter or in emails from the CSO for details on registering for MPILCC.

Remember to Say Thank You!
It is one of the simplest things you can do. By expressing it – or not – you can change a person’s mood and perception of you in an instant. **Who knew two words could be so powerful?**

Writing a thank you letter after you network with an alum or interview for a position doesn’t just showcase your manners – it can also make or break your chances of landing a job. Many hiring managers say they would not hire someone who failed to send a thank you letter after an interview. And many Loyola alums say they always appreciate receiving a thank you note after they’ve spent time with a law student in person or on the phone.

Hand written thank you cards and typed letters are appropriate. If you have communicated with the interviewer by email throughout the interview process and they plan to make the hiring decision quickly, an email is appropriate. In either case, make sure you proofread any thank you before sending it out. Print out any email and read it before sending it to make sure it is error-free and that your tone is professional. If you’ve made a good impression during an interview, you don’t want to ruin that impression with a thank you note that contains a typo!

PILI Summer Internship Applications
Each summer, PILI funds dozens of 400-hour internships for first and second-year law students to work at public interest law agencies in the Chicago area. For summer internships, PILI pays a $5,000 grant to the agency. The agency withholds taxes and pays the intern for 400 hours, or 10 full-time weeks, of work. **Applications from 2Ls are now being accepted. 1Ls may apply after December 1st.**
PILI also offers a limited number of school year internships for Chicago area law students. Agencies hosting selected interns will receive $2,500 to support 200 hours of intern work. **PILI will begin accepting applications for spring 2012 internships on November 1st.**
Visit http://www.pili-law.org/internships.htm for more info or to apply for a spring or summer internship!

Equal Justice Works Conference & Career Fair
Assistant Dean Marianne Deagle, Associate Director Jayne Schreiber, and a group of 3L students attended the Equal Justice Works Conference & Career Fair in Washington, DC in October.

While in DC, the students met with a group of alums practicing in the DC area for a happy hour event.

2L Jaclyn Zarack with Class of 2008 alum, Maggie Honrath

Upcoming Loan Repayment Programs
November 2nd & November 12th

• Public Interest Loan Repayment in 5 Easy Steps
  Heather Jarvis, a national expert on public service loan forgiveness will offer this free webinar on November 2nd at noon. Access the webinar at http://tinyurl.com/3hgf004.

• Loan Consolidation & Repayment w/ GL Advisor
  Andrew Franger of GL Advisor will be at the law school at noon on Saturday, November 12th to discuss student loan consolidation and repayment with law students and alumni. The program will take place in Room 1102 of the Corboy Law Center.
**Save the Date! Meet the Public Interest Organizations Reception**

Don’t miss this great opportunity to meet and network with representatives from numerous government agencies and public interest organizations from Chicagoland and beyond.

**Where:** Corboy Law Center, Kasbeer Hall

**RSVPs as of October 29, 2011:**
- Attorney Registration and Disciplinary Commission of the Supreme Court of IL
- Cabrini Green Legal Aid
- Center for Disability & Elder Law
- Center on Halsted
- Chicago Area Schweitzer Fellowship Program
- Chicago Legal Advocacy for Incarcerated Mothers (CLAIM)
- Chicago Park District
- Citizen Advocacy Center
- Domestic Violence Legal Clinic
- DuPage Co. State’s Attorney’s Office
- Illinois Attorney General’s Office
- Illinois Bar Foundation
- Illinois Human Rights Commission
- IL Office of the Executive Inspector General
- John Howard Association
- Just the Beginning Foundation
- Office of the State Appellate Defender
- Prairie State Legal Services
- Public Interest Law Initiative (PILI)
- Sargent Shriver Natl Center on Poverty Law
- Special Ed Advocacy Center
- U.S. EPA
- U.S. Railroad Retirement Board
- U.S. Treasury Department—Office of the Comptroller of the Currency

**When:** November 8, 2011 @ 5:30 p.m. (15th Floor)

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**Alumni Spotlight: Lynda Lao, Class of 2008**

What is a typical day like for you?
My job at the Federal Trade Commission (FTC) in Washington, DC is to investigate proposed mergers, so my days vary greatly depending on what stage of an investigation I am in. I could be doing any combination of negotiating discovery requests with opposing counsel, reviewing companies’ submissions, working with witnesses to draft affidavits, interviewing market participants, preparing and negotiating subpoenas with third parties, writing internal recommendation memos, conducting investigational hearings, or strategizing about issues related to the matter that I’m working on. Work at my agency is very team-oriented so I am constantly interacting with senior and other junior attorneys to accomplish these tasks.

What specific tasks do you spend the majority of your time on?
During the early stages of an investigation, I might spend the majority of my day interviewing customers and competitors, as well as other market participants to gain a better understanding of how competition takes place in the industry of interest. During the later stages of an investigation, I might spend the majority of my time working on affidavits, document review, and preparing and conducting “investigational hearings” (which are basically like depositions, but with somewhat different rules). Throughout an investigation, I might be interacting with opposing counsel and counsel for third parties working on issues related to our discovery requests and determining the appropriate scope of our investigation.

Do junior and senior attorneys in your line of work do the same types of work – or do daily tasks vary greatly depending on level of seniority?
One of the greatest benefits of being a junior attorney in the government is that junior and senior attorneys do very similar work. Because government agencies have scarce resources, junior attorneys are often assigned challenging and substantive tasks. I’ve handled parts of product divestitures, conducted several investigational hearings, worked with economic experts, and had exposure to opposing counsel. The only real difference between junior and senior attorneys is that senior attorneys have additional management responsibilities (delegating tasks and monitoring the progress of the team).

Who are your clients/who do you work for?
Our “clients” are the Commissioners who head the FTC. We make recommendations to the Commissioners, who then vote on whether to pursue litigation, accept settlements, or close matters based on information obtained from the staff’s investigation. To the extent that the Commissioners have concerns about particular issues, the staff, will take them into account during the course of our investigation.

How much contact do you have with opposing counsel/attorneys for the other side?
I regularly have contact with opposing counsel. During the course of an investigation, opposing counsel will typically provide information and whitepapers that may help inform our recommendation. We also have meetings and phone calls to talk about the progress of the investigation, as well as substantive issues.

If you are a litigator, what percentage of your time do you spend in court?
Many of the mergers that I have worked on have either resulted in settlement (when there was a means of addressing the competitive problem without being at odds with the rationale for the deal), or abandonment (when there was no effective way to address the Commission’s concerns). It is fairly uncommon for my cases to end up in litigation; we try to make sure that our recommendations are as solid and unassailable as possible. That being said, there are certainly others who see much more litigation than I do; whether a case litigates is often a function of the industry, the overlapping products at issue, and opposing counsel.

If you are not a litigator, how does your role as an attorney differ from the role of the business people that you work with?
I am a litigator, although our work sometimes has a transactional flavor to it when we are trying to determine how to ensure that a proposed merger does not cause harm to competition.

What were you surprised to learn about your area of practice when you came out of law school and began practicing?
I was surprised to learn how small the antitrust bar is, particularly with respect to mergers. I see some of the same opposing counsel repeatedly. Because the bar is so small, it is very important to begin building a good reputation for yourself as soon as you start your career.

What should law students know about your job if they are thinking of practicing in your area of law?
It’s helpful for students to have a demonstrated interest in antitrust either through coursework or extracurricular activities, as well as a strong commitment to public service. Although an economics background is by no means a prerequisite, it can be helpful if you are interested in entering this field.

What personality traits make someone in your line of work a good attorney? (And, conversely, have you seen others with certain personality traits struggle in your job?)
Investigative work requires very good people skills and judgment. You must constantly rely on others to provide accurate information, perform tasks for you, and help educate you so that you can ultimately reach the right conclusions. This means that the ability to work well on a team and communicate effectively with colleagues are both key to becoming a successful lawyer in this field.

Disclaimer: The views expressed in this article are those of the author and do not necessarily reflect those of the Federal Trade Commission.