

# **The Long Distance Job Search**

**Anna Marshall**  
**Career Counselor**  
**[amarshall@law.gwu.edu](mailto:amarshall@law.gwu.edu)**



# Agenda

- Geographic Distribution and Influences
- What's Different about Long Distance Job Searches?
- Key Elements
- Job Search Techniques
- Conclusion



# Geographic Distribution

<u>Region</u>	<u>Graduating Class</u>	<u>States</u>
South Atlantic	64%	DC,DE,FL,GA,MD,NC,SC,VA,WV
Middle Atlantic	20%	NJ,NY,PA
New England	3%	CT,ME,MA,NH,RI,VT
Pacific	3%	AK,CA,HI,OR,WA
East North Central	4%	IL,IN,MI,OH,WI
West South Central	2%	AR,LA,OK,TX
Mountain	1%	AZ,CO,ID,MT,NM,NV,UT,WY
East South Central	1%	AL,KY,MS,TN
West North Central	1%	IA,KS,MN,MO,NE,ND,SD



# Geographic Influences on Law Student Job Searches

	% of Respondents
Students who are from, attend law school, and want to work in the same location	39.9
Students who remain in hometown location to go to law school but want to work in a different location	10.6
Students who go elsewhere to law school but want to return to hometown to work	14.8
Students who go elsewhere to law school and want to remain there to work	17.4
Students who are from one location, go to law school in another, and want to work in yet a different location	17.3



# What's Different about a Long Distance Job Search?

- Local Competition
- Expense
- Longer
- Research



# Key Elements: Research

- Where (specifically) do you want to work?  
City or suburbs?  
How far from your destination are you willing to branch out?
- What practice area or sector of legal employers are you targeting?
- Why do you want to relocate?  
Climate, family, culture?
- Consider the Cost of Living.



# Key Elements: Research Using Online Resources

- Use the Internet for research and to make contacts. You must make direct contact with employers and networking professionals to be successful!
- [www.martindale.com](http://www.martindale.com) (search private firms and alumni)
- [www.monster.com](http://www.monster.com), [www.hotjobs.com](http://www.hotjobs.com), [www.law.com](http://www.law.com) (set up Job Agents)
- [www.law.gwu.edu/cdo](http://www.law.gwu.edu/cdo) (Internet Resources Section)
- State and local bar association websites and periodicals
- State and local government websites



# **Key Elements: Research CDO Resources**

- Long Distance Job Search Manual includes information for all 50 states, including bar admission, bar association, and newspaper websites.
- Geographic Area Specific Resources in the CDO Library
- Leadership Directories (on-line through Portal)
- Law Crossing, Attorneyjobsonline, Emplawyernet



# Key Elements: Networking

- Networking is one of the most effective means of finding a job!
- Networking = building professional contacts.
- How do you network? Talk.
- What do you say? Tell everyone what you are looking for and ask for advice, information, or contacts. Be as specific as you can about what you want in terms of future employment.



# **Key Elements: Networking Informational Interviewing**

- Informational interviewing is one way to build professional contacts.
- Who conducts informational interviews?
- Do's and Don'ts



# Key Elements: Marketing Yourself

- Take classes in your subject area(s) of interest.
- Include Clinical skills.
- Get law-related work/volunteer experience.
- Highlight transferable skills.
- Be a Visiting Student. See Dean of Student Affairs.



# Key Elements: Planning a Trip

- Decide approximate dates for your trip. If you are moving there, keep in mind the job search will take 3-12 months; develop a relocation budget.
- Make scouting trips to the area to conduct information interviews and investigate housing.
- Try to attend local bar events to expand contacts.
- Try to get reciprocity to use a local law school's career resources. Contact the CDO Resource Library at [cdolibrary@law.gwu.edu](mailto:cdolibrary@law.gwu.edu).



# **Job Search Techniques: Application Methods**

## **Identifying Employers and Cold Calling**

- Make a list of target employers in groups of 20 in your new city and identify key people to contact. Plan to send out a minimum of 20 new letters every one to two weeks.
- “Cold call” employers if you don’t have a potential contact so that your cover letter is personally addressed, or pick a member of the firm with some personal relationship to you (same undergraduate or law school, same hometown, etc.).



# Job Search Techniques: Application Methods

## Responding to Newspaper Ads

- 5-15% of jobs are filled through newspaper classified ads.
- Most metropolitan newspapers have their employment ads available online.
- Read the Business Section to learn about employment trends and new business openings.
- Respond to each qualification in the ad. If you have no direct experience on a certain point, list your peripheral experience, coursework, etc.



# Job Search Techniques: Cover Letter and Resume

- When you contact prospective employers by letter or e-mail, explain why you are relocating and when and what your contacts to the area are.
- Make mention of when you will be in town and can interview with them.
- Try to put a local family address on your resume.



# Job Search Techniques: Interviews

- Schedule interviews during your follow-up calls to employers to whom you sent your cover letters and resumes.
- Tell the employer when you will be in town and that you'd like to schedule an interview.
- Offer the employer the possibility of conducting a phone interview with you in advance of an in-person meeting.
- At the interview, tell them why you are interested in that employer and that particular city.



# Job Search Techniques:

**What to do if you have not found a job but the time to make the move is approaching?**

- Consider applying for judicial clerkships in that area.
- Volunteer.
- Contact temporary agencies.



# Conclusion

- Develop an overall strategy for relocation (timing, budget, scouting trip).
- Utilize CDO Resources and Counselor assistance.
- Participate in Career Fairs.
- Be diligent. Be determined. **DON'T GIVE UP!**

