

# How to Get a Real Job without any "Real" Experience

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# Transition to Practice

## No Conflict

- ◆ The views expressed in these slides and the today's discussion are mine
- ◆ My views may not be the same as the views of my company's clients or my colleagues
- ◆ Participants must use discretion when using the information contained in this presentation

# Beyond the Basics

# Securing/Searching Phase

Articulating passion

Differentiators

Goals 2-4 years

Work/Life Integration



# Securing/Searching Phase

Avoid “form letter” Letter/resume

What do you know about the institution that tells them you want the job?

Choose references wisely (based on job)

**Transferable skills from non-AT experiences**

Follow-up? How much time should lapse between contacts?

# Performing/Sealing Phase

Interview SWOT

Master the meal

Articulating passion in person

# The BIG Test Question

**Strengths** – which parts do you enjoy most of all the parts of AT?

**Weaknesses** - BE HONEST, not cheesy.

Recognize and delineate steps taken to remedy.

What would you like to be better at or like to learn more about?

# Performing/Sealing Phase

You are interviewing them too.

Can you **thrive and learn** in this environment?

What are your **non-negotiables**?

Don't take it personal if you do not receive an offer (**don't burn bridges** – anticipate the unknown).



# Performing/Sealing Phase

Types of Interview - Phone Vs Skype Vs In-person - preparation

Should you follow-up post interview?

How much do you share about other opportunities if asked in an interview? Implications?

Accepting an offer, multiple offers, new developments post acceptance, how much time will you get?

# Maintenance Phase

Post-hire behavior/attitude

Be the person you were when you interviewed

Build relationships

Avoid cliques - **diversify your network**

Don't ever surprise your boss in a public setting

# Maintenance Phase

Look for opportunities to get involved assist others

Share ideas based what you've learned about the job

**Avoid comparing** to your old institution **in a critical way**, respect where you were and are.

Basics are on you

Specific letters

Key non-  
AT skills

Engage on  
day 1

Interview  
is 2-way

Candid on  
weaknesses

**THAT'S A WRAP**







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