**Careers and Conversations**

**Faux Pas**: Please Do Not ask these Questions:

* + How much money do you make? NEVER ok to ask.
  + Questions that are trying to ask about money-Like do you own a boat? Do you have a vacation property? Do you live in a big house? etc—all still not ok (We call those questions **gauche**—basically rude)
  + How old are you?
  + Personal life questions—kids, health, where they live, sexual orientation,

**Etiquette**:

* + Firm handshake only if prompted by the guest
  + Make eye contact
  + Approach—introduce yourself and one piece of information about you
  + If they are talking to someone else and you walk up, you must listen to the current conversation and wait for a lull or appropriate time to steer the conversation in the direction you want. (When people walk up and take over a conversation it usually offends both people.)

This is a CONVERSATION NOT AN INTERVIEW

**How do we get people talking about themselves**?

* + Ask questions.
  + Mention things you’ve heard or that you know about them and what they do (be prepared they may correct you.) Link what you hear to what you are thinking about.
  + Use active listening skills. Ask a question that shows you are interested in what they said

**Exiting the conversation:**

* + Thank you very much for your time-it was a pleasure getting to know more about \_\_\_\_\_\_\_.

**Keep in Mind**

* Making a good first impression
* The importance of these kinds of conversations for getting job interviews
* Appropriate clothing
* Phone use
* Socializing with friends in a professional environment

POSSIBLE QUESTIONS TO ASK:

* 1. What are you passionate about in your job?
  2. What inspired you or brought you to this profession or job?
  3. What keeps you motivated in your job?
  4. What were the pitfalls or obstacles of getting?
  5. Why this profession over another similar profession?
  6. What education or training do you need for this role?
  7. What appealed to you about this job before you started it?
  8. How did you actually get the job
  9. What is the best part of your job and worst part of your job
  10. What did you do before you started this job that helped prepare you
  11. Is the job what you expected?
  12. What is part of your job that you didn’t realize you would have to do?
  13. What are your typical work hours & days? Regular? Flexible?
  14. Do you have to work outside of work hours? How much time do you spend “working outside of work”?
  15. Do you think your job could become automated in the future?
  16. How do you see your job changing/developing/morphing?
  17. Would you recommend this job to my generation?
  18. Why would you recommend that I pursue this career?

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| Your name: First name, last name | Your Title | Your Company Name (Or kind of Company) | Please write a few sentences about your job: Please keep it under 150 words. What do you basically do? |  |
| Cathy Chapell | Doping Control Officer (retired- National levelHigh Performance Gymnastics Coach)-Educator/Learning Facilitator | Canadian Centre for Ethics in Sport (CCES Anti-Doping & Ethics) - Canadian Coaches Assn (ViaSport - National Coaches Certification ProgramNCCP) | "Doping Control Officer: Test athletes in &out of competition. Collect blood/urine to be tested for Performance Enhancing Drugs (PEDS). DCO for Olympics 2010 (Van), Paralympics 2018 (Rio), PanAm Games 2015 (TO), 2019 (Lima), many World Champs. HP Gymnastics Coach: Head Coach & beam specialist. Coached Olympian 2000 (Sydney), many Prov, Nat, level gymnasts some to Worlds. Educator: CCES & NCCP - AntiDoping Education for athletes, coaches, etc." |  |
| Heidi Luongo | Cardiac Nurse/ Exercise Physiologist | Fraser Health (recently retired) | I am a recently retired Registered Nurse with subspecialties in Critical Care, Cardiac Care and Exercise Physiology. I have experience as a general duty nurse, as well as extensive experience working in Critical Care areas that include the Emergency Room, Cath Lab, Coronary Care Unit, and Intensive Care Unit. My most recent role was in Cardiac Rehab. This involved caring for patients after a heart event, such as a heart attack. My job was to provide educational, emotional and exercise programming for their rehab in a safe, monitored environment working with a multifaceted team. |  |
| Drew McArthur | Information and Privacy Commissioner for BC (former) | BC Government | Investigate privacy complaints and enforce three laws: Freedom of Information and Protection of Privacy Act, Personal Information Protection Act, and Lobbyist Registration Act. |  |
| Kevin MacLeod | Building Manager/Assistant Technical Director Vancouver Opera | Vancouver Opera | My current job as the building manager for VOA is to deal with the day to day concerns our physical building, as well as the needs of our employees and the renters of our spaces. I also seek out and manage equipment rentals. As the assistant tech. director, I make sure everything is in place for our productions. |  |
| Rory Morgan | Lawyer | Hamilton Duncan | I have been a personal injury lawyer for 20 years, and am a partner at a mid-size firm of 30 lawyers. I help people injured in car accidents. |  |
| Chris Richards | Program Manager - The Garage | Microsoft | I am the community manager for The Garage. I create a culture of innovation and hands on 'making' for the employees and partners of Microsoft in Vancouver. I am a professional engineering, a certified project manager, have a degree in engineering physics and have worked for almost 20 years in high tech product development. |  |
| Samantha Coughlan | Professional Performer/Agent | Self-Employed ( actor/voiceover artist ) | I am an actor/ voiceover artist based in both Vancouver and London. I work in West End theatre, Fringe theatre, film, TV, gaming, documentaries, radio, ect..... I have also worked as an assistant agent- (4 years in London), and ran my own theatre company ( 2 years in London). |  |
| Denise Ward | Financial Services Manager | Carter GM | I do all the legal paperwork for purchasing/leasing/financing a new/used car/truck. I also review people’s credit bureaus and explain what’s going on with their credit. |  |
| Nicole Roberge | Artistic Director | SHIFT Theatre | I have been running an independent non profit arts organization for many years; our mandate is to produce resonant live performance spotlighting underrepresented voices and stories. |  |
| Grace Shyng | Interim Executive Director | Wavefront Centre for Communication Accessibility | I am the Interim Executive Director of the Wavefront Centre for Communication Accessibility, a non-profit charitable organization that helps Deaf and Hard of Hearing British Columbians overcome communication barriers caused by hearing loss and deafness. I am also a registered Audiologist, where I provide hearing assessments, hearing aid fittings and rehabilitation solutions to help people manage their hearing loss. I have a Master of Science in Audiology from UBC and I’m a Clinical Assistant Professor with the UBC Faculty of Medicine. I’ve been in this profession for over 25 years and greatly enjoy what I do because of the positive impact our team has on our client community. For our hard of hearing community, we help them cope with their hearing loss through products like hearing aids and amplification devices, speechreading classes and employment counselling. For our Deaf community, we help them through sign language interpreting services, employment counselling and seniors outreach services. |  |
| Jackson Yeoh | Senior Animator | Sony Pictures Imageworks | I animate digital characters for a living. Using computer software, I can create movement and performance that's needed for the movie that I worked on. I have animated alien creatures, dinosaurs, birds, robotic dogs, etc. I've also animated cartoon characters in movies such as Smallfoot, Smurfs: The Lost Village, and Storks. |  |
| Tord Lundquister | Senior Machinist / Machine Shop Supervisor | CTF MEG (Medical Device Manufacturer) | As a machinist my general role is to use a variety of machine tools (lathes, milling machines, surface grinders, CNC machines, etc) to make precision mechanical parts used in a great variety of equipment or machines. In addition, in my current role I also source and purchase materials, services, tools, capital equipment and am responsible for calibration of all equipment (measuring devices), as well as adhering to, and upholding, our Quality Management System and processes. |  |
| jane wedekind | mortgage advisor | Scotiabank | provide financing for residential properties |  |
| Canice Romani | Private Banker | Scotia Wealth Management | I do lending for high net worth clients. I create long-term relationships with some of the most interesting and successful people in Canada. Scotia Wealth Management is different from other institutions by our unique lending and our creative way of providing lending solutions to clients. |  |
| Kelly Hernandez | Senior Foundations Account Manager | Aqueduct Foundation | Day to day account manager for a book of 200 donors at $ 235,000,000 value. Assist clients with charitable giving, drafting grant agreements, establishing community based scholarships and assisting with offsetting income through donations of securities and complex properties. |  |
| Sylvia Pawley | Customer Relation Manager for IKEA | Ikea Canada | My current role is Customer Relation Manager for IKEA Coquitlam. I oversee the following departments : Cash, Returns,Home Delivery, Carts, Smaland and the External Warehouse . I am a Steering Manager which is best described as a board of directors for the store and have a team of a 130 co-workers . |  |
| Bill Nadalin |  | Vancouver Police Department |  |  |
| Deanne Lane-Smith | Business and Technology Analyst | Vancity Credit Union | My position is Business and Technology Analyst with the Project Management Office at Vancity Credit Union.  I’ve been with Vancity for a little over 26 years. |  |
| Jay Wu |  | PrecisionWerks | We build high-end woodwork specializing in the design, development and manufacture of millwork, cabinetry, fixtures & furniture. Our process varies on a per job basis including anything & everything from design, estimating, project management, engineering, machining, assembly, finishing, installation & maintenance. |  |
| Alecia Morris | Director of User Experience | Unbounce | I lead a team of 5 product designers that work on the user experience of the Unbounce marketing platform product. I am responsible for both strategy and delivery. |  |
| Paula Tessa |  | Ellison Travel | Group Tour Development--working with Roberge on a trip to New York city. |  |
| Jessica Anderson | New Business Manager – Canada | Cigna Global Health Benefits | In business development with CGHB; responsible for growing their client base/ revenue across Western Canada. |  |
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Student Preparation

Choose at least three professionals to speak to. Do a quick reading on their careers and create a few questions to ask tomorrow.

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| **Professional:** |  |
| **Career:** |  |
| **Career Info:** |  |
| **Introduction and personal connection:** |  |
| **Questions:** | 1.  2.  3. |

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