

THE STUDENT-ATHLETE'S ADVANTAGE

A GUIDE TO APPLYING YOUR
ATHLETIC EXPERIENCE TO
LIFE BEYOND COLGATE

COLGATE



Welcome

Dear Colgate Student-Athlete:

By choosing to become a Colgate Raider you are now part of a long-standing tradition of success and pride both in the classroom and on the playing field. More importantly, you are now part of an extended network that goes beyond graduation that will always be part of your life.

Career Services is a key component in making this connection strong. The staff can provide you with any information and support you might need from looking at graduate school information, to writing your resume, to looking for an internship or a job.

We are very fortunate to have such a great resource on campus for you, our student-athletes, to utilize and to learn where your passion is and what career path you might want to explore.

Go 'Gate!



Victoria M. Chun '91, MA '94
Director of Athletics
Former Colgate Volleyball Student-Athlete



Welcome

Dear Colgate Student-Athlete:

Congratulations! Your hard work, skill, and dedication have earned you a spot on one of Colgate's elite NCAA Division I teams. We are excited to partner with you to extend your competitive edge into life after college.

This guide will help you realize how your athletic experiences add tremendous value to you as an internship, job, or graduate school candidate. We also hope to point you to great resources to help you achieve your professional goals.

We hope that you will utilize our office early and often. We're excited to see you grow as a competitor and as a candidate. We look forward to following your Colgate career!

Go 'Gate!



Michael Sciola
Associate Vice President & Director
Center for Career Services



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Photos courtesy of Carly Keller '13 & Athletic Communications



As a student-athlete I haven't had time to do much else...

Will an employer really hire me?

Many student-athletes count themselves out when they compare themselves to their peers with significant campus leadership, involvement, internships, or study abroad experiences. **Don't fall into this trap!**

On one hand, many employers value athletics as a means to build the skills that make you competitive in the "real world." When you consider the skills you've gained from athletics you'll be surprised by how much you'll have to talk about.

However, this doesn't mean that your athletic experience alone will land you your dream job.

Consider this: What would happen if you showed up to pre-season not having trained for your sport?

Would your coach give your starting position to someone who came better prepared?

Would you be as competitive?

Would you risk it?

It's as simple as that. Your natural talents and athletic experiences are great starting points. However, you'll still need to gain relevant experience and do the legwork to prepare for a search—just as any candidate would. **You need to earn your way off the interview roster and into a job.**



What Skills *Do* You Build as a Student-Athlete?

Athletics is a large part of your Colgate experience. As an NCAA Division I student-athlete, you dedicate significant time and energy to your sport. As such, the skills you develop to make you competitive athletically are likely to make you successful in other contexts.

Employers value such transferable skills, or non-industry-specific skills, that can be utilized across fields. **Employers consider liberal arts candidates** not for specific professional training learned in the classroom, but for transferable skills that can be blended with on-the-job training. Athletics provides a context for you to demonstrate your potential.

The next few pages will list specific transferable skills we have noticed in student-athletes. Consider how you might discuss these on your resume, in cover letters, and during interviews. Take time to think about how, where, and to what extent you have built these and other skills. It is not uncommon for employers to ask questions such as,

“Tell me about an experience when you had to work with others to achieve a common goal. What role did you play?”

This is a great chance to demonstrate your teamwork, communication, and leadership skills. Your story will be more effective when you **reference specific examples** for the interviewer.



Identifying Your Transferable Skills

Communication

As a student-athlete you constantly practice communication. Communicating with your teammates during a practice or a game allows you to enact your strategy. However, it is also needed when talking to your coach about a problem, speaking with an official diplomatically, or addressing a game/class conflict with a professor. Communication will be just as necessary in the work environment. Think about how you would discuss with your coworkers how best to move a project forward, or how you might address a problem with your boss. Good communicators add tremendous value to any team.

Time Management

With such a hectic schedule at times, you surely have felt that there is never enough time. However, have you stopped to think about how much you fit into one day? As a student-athlete, time management is one of your greatest skills. To balance a full course load with athletics you must be extremely efficient, driven, and able to work on a tight agenda. Employers desire efficient people who are self-disciplined and can stay on task.

“People who love sports and physical activity bring a special set of strength and skills into Peace Corps service. A part of every volunteer’s service is coping with stress, loneliness, and being away from family and friends—volunteers can use sports and fitness as healthy ways to relieve stress but also as ways to build relationships and excitement in the community.

–**Denia Navarrete**, Peace Corps Recruiter



Identifying Your Transferable Skills

Self-Motivation

On the field, court, track, water, or rink, you can't afford to sit around and wait for your coach to dictate your next move. You may not have someone monitoring your summer training, but it still needs to be done at a high level. As a student-athlete, it is necessary to recognize both your strengths and weaknesses so that you can work efficiently towards your ultimate goal. A self-motivated employee increases the efficiency of the office and improves the ultimate level of productivity. He or she will also often be the first to seek out new opportunities.

“Being a student-athlete provided me with so many skills that directly correlate to the workplace. Teamwork, leadership, facing adversity, and setting goals all directly correlate to your life after college. However, the most important trait that almost every senior level executive I have spoken with says why they hire former athletes is because we know how to lose and keep going. Being an athlete, we have all lost; but what we have is the ability to look at the next play or the next big game without dwelling on the previous mishap.

–Ryan Meyers '10 (Football), Associate, CBRE; Three-time Emmy Award Winner with NBC Sports



Identifying Your Transferable Skills

Detail-Oriented

Being detail-oriented allows you to pick up on small cues that may make or break the game. That is why you pay attention to the small details in your life: what you eat, how much you sleep, how well you stretch, and how much water you drink. The student-athlete understands that the little things you do in life affect the whole. In a work environment, employers need people that will be able to recognize the small things that may influence the success of a project.

Analytical/Strategy

Ever sit down and watch hours of game tapes? Ever analyzed your body position as you are taking your next stroke? If so, you have utilized your analytical skills. In any career, analytical thinking is an advantage to understanding the components that affect your work's outcome, and to execute your strategy to advance your goal.

Goal-Oriented

As a student-athlete, you are always working to overcome the next hurdle. Whether it is to bench more weight, cut a few seconds off of your mile, or to get a shut-out in your next game. Student-athletes are constantly pushing themselves and the people around them to excel. Employers need workers who will rise to the challenge and work hard until they complete their task, motivating others to do the same.



Identifying Your Transferable Skills

Ability to Take Criticism

Part of coaching is to push players to become better, often through honest feedback. As a student-athlete, you improve and make adjustments to your performance based on feedback. This skill is crucial, especially for young professionals. In starting your career, you may know far less than your colleagues. You will need to accept feedback to improve your work and take ownership of your mistakes. How you react will indicate whether you are willing to grow and develop in your role.

Leadership

Everyone on a team takes on a leadership role at some point. A successful team demands that each person recognizes his or her own skills, and leads the group when it is appropriate. Being a team member also demands that you encourage others' strengths. In a work environment, each employee has different roles, skills, and weaknesses. As a leader, you know your strengths and can bring out leadership in others, a trait that will bring success in any career.



Identifying Your Transferable Skills

During the interview for my staff position in the U.S. Senate I described how the 60+ hours a week dedicated to my sport and other extracurricular activities provided me with anecdotes of leadership, dedication, and time management. Furthermore, being a student-athlete improved my communication skills through discussing strategies with line mates and coaches, and dissecting what went wrong when the opponent scored. These experiences improved my ability to communicate, and equally important, to perform effectively in calm and stressful situations. Now during meetings with senior staff members, I have the confidence to express my opinions clearly and concisely.

As any athlete knows, continual improvement is instrumental in both personal and team success. I also attended graduate school for public policy, and although I recognized this required a significant commitment, I was confident that I had the skills to balance both work and school once again.

–Kara Leene '08 (Ice Hockey),
Assistant to the Chief of Staff & Legislative Correspondent,
United States Senator's Office



Student First, Athlete Second: Grades Matter

Let's talk about how academics factor into career searches. As you are enrolled full-time, employers and graduate schools will consider your academic performance as a partial reflection of your qualifications. **Grades matter for your eligibility to play, but also factor into how you are perceived as a job candidate.** For graduate and professional (medicine, law, business) schools the main criteria for admission is academic potential and a clear intellectual focus. Admissions committees also look for dedication, leadership, and work ethic.

- Start strong, finish strong: Don't get into a hole—a GPA is much harder to bring up than let slip.
- Open lines of communication early with professors to help them understand your athletic commitments and explain upcoming absences due to travel or games.
- Avoid statements such as, "I'm not coming to class," when explaining an upcoming absence.
- Be straightforward and flexible to make up what you'll miss by the deadline. Obtain class notes from a reliable source.
- Meet with professors during office hours and show interest in the class subject.
- If you are struggling, seek help from the professor, a tutor, or from the Center for Learning, Teaching, and Research. Communicate your actions with your professor.
- Avoid apathy or the illusion that you are not working hard.



So...What Does Career Services Do Anyway?

Simply put, we partner with students to help them learn which career options fit best how they want to apply their liberal arts degree, and then coach students individually to pursue those goals.

Career Services is your one-stop campus resource for information about internships, jobs, and graduate school.

Students use our resources to:

- Determine what careers match their unique interests, skills, values, and personalities.
- Learn how to find opportunities to gain practical experience to determine if a career area is a fit.
- Execute their pursuit of career opportunities.

Our best work is accomplished after getting to know students as individuals. We coach you through action plans that cater to your individual needs and interests, and aim to help clarify your career aspirations. Most students do not know what they want to do or how to get there when they first come into Career Services. By working with us, many leave Colgate with the knowledge, skills, and experience to successfully compete in the professional field.



If I'm Not a Senior Why Are You Telling Me About Career Services Now?

You might ask, "I'm not a senior, so why do I need to think about career stuff now?" Good question. We recommend getting started with Career Services during your first year to give you the exposure and experience you'll need to:

Clarify your career path

Starting off, most students are unsure about their professional options. Many of our programs provide opportunities to explore different fields. Our advising appointments help you talk through your ideas. It will take time, research, and some assistance to learn what careers best align to you.

Gain the experience necessary to be competitive

Many employers and top graduate programs expect at least two significant practical experiences (internships, research, community-based service) on your resume by graduation as a *basic pre-qualification of competitive candidates*. At Colgate, and nationally, more offers are made to candidates who have completed internships than those without this experience.

Learn the skills to be successful in your career pursuits

We will help you develop the skills (resume writing, interviewing, networking, etc.) you will need to catch an employer's or graduate school's attention. But you'll also need to learn professional skills and knowledge you can only absorb by placing yourself in a professional environment.



Career Services has been a tremendous resource in the initial job search, internship search, and with resumes & cover letters.

–**Erik Ronning**, Head Coach, Men's Soccer

Take advantage of Colgate's resources

Unpaid internship funding, academic research, and alumni networking are some of the many options available to you.

Give yourself a chance to change your mind

Attending college is about developing as a person and as an intellectual. As you grow in these experiences, you may change your professional ambitions. Starting early lets you discover what fits - and what doesn't - so you can adjust your strategy and goals.

AND...ultimately, land a great opportunity post-Colgate!

*"...the likelihood of a student **getting a job offer increased with the frequency of career center use**: students who used the career center four or more times a semester were more likely to have job offers than those who used it once a semester."*

-National Association of Colleges and Employers



Becoming Competitive for Graduate and Professional Schools

Annually, nearly 17% of Colgate students go directly to graduate study. However, many alumni will complete an advanced degree in their field within five years.

If you are interested in graduate or professional school, make an appointment with a career advisor and attend our workshops on these topics. Advisors can point you toward the experience you should gain as a student to become a competitive applicant. We also coach students through writing personal statements, choosing schools, and negotiating acceptances. **You may even want to use your athletic experience in your personal statement!** As you may have to plan when you will have adequate time to study and take standardized admissions tests, it's best to start working with an advisor early.

“Law school admission committees across the country value the qualities that are part and parcel of being a successful student-athlete—discipline, drive, effective time-management skills, and teamwork. Committee members believe that these attributes, in addition to a record of solid academic accomplishment, are key to success in law school and most types of legal employment... I believe student-athletes who have established themselves academically will be sought out by law schools and future employers, as both recognize that success requires academic ability complemented by an array of personal characteristics and skills. I advise student-athletes to use the personal statement and the resume, as well as letters of recommendation, to help admission committees more fully understand the demands of being a student-athlete, as well as how this dual commitment to academics and athletics provides a strong foundation for success in law school and beyond.

—**Charles Roboski**, Assistant Dean for Admissions and Financial Aid Michigan State University College of Law



Post-Graduate Scholarships

Take advantage of scholarships for post-graduate study. This list is not exhaustive. Be aware of grants, scholarships, specific criteria, and deadlines!

NCAA Postgraduate Scholarship Program

The NCAA offers up to 174 scholarships for athletes who excel academically and athletically. The NCAA also offers one-time grants of \$7,500 to 29 women and 29 men. One must have a 3.2 GPA, performed with distinction in their sport, intend to enroll in graduate study, be outstanding citizens, and good role models.

Walter Byers NCAA Postgraduate Scholarship Program

Annually, one male and one female are awarded, by nomination, a postgraduate scholarship for one academic year to an accredited, nonprofit educational institution. Students must be an enrolled, graduating senior with a 3.5 GPA, competed on a varsity team, demonstrated superior leadership and character, and be committed to full-time graduate work.

Rhodes Scholarships (requires Colgate's nomination)

Graduating seniors may apply for funds to study at the University of Oxford in a master's, bachelor's or doctoral program. Eligibility includes proven intellectual and high academic achievement; integrity of character; interest in and respect for fellow beings; ability to lead; and energy to use one's talents to the fullest. Mr. Rhodes believed many of these qualities are best tested through sports. U.S. citizenship is required; or apply in a participating country. Contact Colgate's Office of National Fellowships and Scholarships for details.

Ethnic Minority & Women's Enhancement Postgraduate Scholarship Program

The NCAA awards 13 scholarships each to ethnic minorities and female college graduates. Applicants should be seeking admission to a graduate program in sports administration or other program to obtain employment in intercollegiate athletics.



Team up with Career Services!

Check out the following key Career Services resources:

“This Week in CCS”: Weekly emails to keep you updated on upcoming programs and events.

Career Services Social Media: Find us on Facebook (Search: Colgate University Center for Career Services; Follow us on Twitter (@ColgateCCS).

Quick Questions: Daily 15-minute mini-appointments. Call or stop by to schedule.

Appointments: 30-minute coaching sessions to create individualized action plans and get you closer to your goals. Call or stop by to make an appointment.

Colgate iCAN Alumni Database: Connect to alumni to explore career areas, strategize about internship and job searches, and learn from their experiences. **You must complete an eligibility process to obtain contacts.**

naviGATE & Colgate Premier: Our online platforms, *naviGATE*, and *Colgate Premier* list internship and job opportunities specifically targeting Colgate students, as well as databases of positions geared to top liberal arts students: LACN & NIC.



Workshops: Learn the skills necessary to succeed in an internship or job search, or in graduate admissions. Many of our workshops are available online so you can access them while you travel!

Summer Internship Funding: Our grants are designed to support you in unpaid summer opportunities. Check our website for deadlines and applications.

A Day in the Life: Job shadow a Colgate alumnus/a over winter break to learn about a career in a low-risk, low-commitment way.

Speakers: Doing Well by Doing Good, career discussions hosted by alumni, and Employer Information Sessions are all great ways to hear first-hand about various career fields.

Career Resource Library/Online Resources: Explore careers, industries, and graduate options domestically and globally. Ask an advisor which resources are best for you.

Mini Courses: Enroll in *Colgate's Management Leadership Skills Programs, Grant-Writing, or Business Ethics* to gain and apply professional skills.

Specialized Outreach: Organize your teammates and invite us to conduct one of our workshops or talk generally about Career Services.



Tips for Searching for Opportunities

Tuning in to Career Services' resources is a great first step. Here are tips to help you keep up your momentum:

Set time aside: Searching for opportunities will take significant time and energy. Plan ahead and use your off-season wisely. Build us into your schedule!

Make appointments with a career advisor: We will coach you on how to land an internship, job, or graduate school spot. We will ensure you have an individualized action plan to follow. Advisors will direct you to the best resources targeted to your interest, or even help you define what your interests may be. This will reduce the research time that you would otherwise have to do on your own.

Use all of Colgate's resources: Tap into unpaid internship and research funding, connect with alumni to network, talk to fans at tailgates, and explore the expertise of faculty and staff.

Tune in to our communications: Monitor *naviGATE* and our emails. Find us on Facebook and Twitter. Employers and graduate schools frequently visit campus for information sessions and recruiting. We offer workshops and programs to teach the skills you will need for an internship/job search. Opportunities come and go quickly, so don't miss out!



Tips for Pursuing Opportunities

Being a student-athlete provides you with challenges when balancing a job or internship search, especially when you are juggling practices and traveling in season. Consider these tips in maintaining positive interactions with employers!

Be a contender: Employers and graduate programs prefer candidates who apply by deadlines, are prepared for interviews, and assertively pursue opportunities. You are the only one who can control your preparedness.

Open a dialogue with your coaches: Let them know if you may be expected to travel for an interview.

Be communicative with employers: Employers will expect you to respond quickly to an interview offer even if you are traveling. Don't miss your shot - or have them believe that you are not interested - by not responding in an appropriate timeframe. Check your email and voicemail.

Monitor *naviGATE*: Be aware of when Colgate recruiters announce interview selections. If you are concerned that you will not have internet access when interview sign-ups happen, troubleshoot with Career Services' advisors.

Visit Career Services: We can advise students on strategies to speak with employers. This might include troubleshooting scheduling conflicts or deciding on an offer.



Straight from Young Alumni

“*During my time at Colgate, I utilized the Day in the Life program as a networking and shadow opportunity to help me prepare for a career following athletics at Colgate. This program allowed me to gain real life experience in various fields and helped me to build an understanding of the daily responsibilities of the professionals in my areas of interest. The contacts I built during my shadows days proved invaluable when it came time to apply for internships and full time positions.*

I recommend all student-athletes use Career Services and its resources to begin their career preparation as soon as possible. Stop by on your way back from practice or after a team meal at Frank. It will be the best training you complete during your four years as a Raider.

–Joe Vogler '09 (Men's Golf), Financial Advisor, UBS Financial Services, Inc.



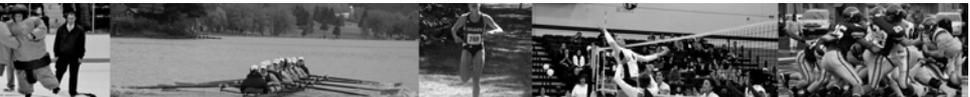
Athletics has helped to differentiate myself; I find employers ask more questions about my athletic experience rather than discussing my major. By balancing high level athletics and academics, the employer sees a candidate that is not only a hard worker, but also very driven.

–**Marybeth Maziarz '07** (Women's Volleyball), Field Medical Specialist, Vertex Pharmaceuticals

I believe that athletes have a particular advantage after college. Having spent four years as a contributor to a team, I successfully learned to work cohesively with people from varying backgrounds. This directly translates to life after college.

Most jobs require collaboration in an effort to achieve both day-to-day tasks, as well as bigger objectives. I attribute the majority of my career successes to my experiences at Colgate as a student-athlete. The challenges that I faced in college prepared me for the new challenges that greeted me in my career.

–**Kathleen Head '08** (Women's Soccer), Director, Corporate Partnerships, New England College of Business & Finance



Know Your Colgate Resources

We hope you take full advantage of our resources to help you succeed as a Colgate student, and to increase your potential for success after graduation. **Career Services is here to help YOU!** Our office offers great support for athletes and wants to help you achieve success, as do these other campus resources:

The Student-Athlete Academic Achievement program provides comprehensive academic and personal support for Colgate student athletes. The staff works closely with students to connect them to campus resources, as well as to ensure student-athletes' compliance with NCAA regulations.

Student Athlete Academic Enhancement Center provides individual and small group study space specifically for athletes

Center for Learning, Teaching, and Research offers students academic advising, learning strategies, time management and organizational assistance, professional and peer tutoring, and study skills help.

The Writing and Speaking Center can be found at Alumni Hall 212 or Case-Geyer 304. Writing consultants work 1:1 with students at all stages of their composition to improve their writing abilities. Appointments are highly encouraged, and are available via their website.



Coaches are critical links to a job search. Involve them in your planning so they understand when you will be under more strain.

The Student Athletic Advisory Committee (SAAC) enhances Colgate's student-athletes' experience, promotes opportunities for student-athletes, and protects their welfare and positive image. This group includes at least two representatives per team.

Faculty Liaisons can help you work through academic planning and learn how to be a successful student at Colgate. They may also have tips for interacting with professors and can connect you with other faculty members who share your interests.

Teammates are fantastic resources. Juniors and seniors have had to overcome many of the same obstacles. Find out how they have built their resumes, chosen and balanced classes, or tackled conflicts.

Booster Clubs connect student-athletes with alumni and parents who have a strong interest in your sport. Network with these professionals to learn about career options.

Administrative Deans can discuss your Colgate options and help you navigate trouble spots.

The National Collegiate Athletic Association (NCAA) governs college sports. View www.ncaa.org to access links to scholarships, leadership programs, and compliance information.

The Colgate Career Services staff is best in class. They do a great job of connecting current students to alums and to the job industry in general. This handbook is another great example of what is offered specifically to our student-athletes.

–Vicky Chun '91, MA '94 (Volleyball)



What Are Colgate Athletes Doing Now?

Student-athletes move on from our 25 varsity teams into the professional world via many **distinct paths**. Here is a sampling of their titles and employers:

Young Alumni (<5 years post-grad)

Community Health Advisor	Peace Corps
Producer, Face of the Nation	CBS Corporation
Originations Analyst	Quadrant Real Estate Advisors, LLP
Police Officer	Fairfax County Police Department
Founder and Chief Executive Officer	Frava
Photo Assignments Coordinator	Getty Images, Inc.
Account Coordinator	Twitter, Inc.
Political and Legislative Director	Missile Defense Advocacy Alliance
Sales and Marketing Assistant	Nickelodeon
VISTA Volunteer	AmeriCorps
Research Scientist	National Institutes of Health
Veterinary Student	University of Georgia
Transaction Manager	CBRE Inc.
Resident Counselor	Methodist Home for Children
Business Analyst	NYSE Euronext
Program Assistant	National Research Council
Second Lieutenant	U.S. Marine Corps
English Teacher	Walnut High School
Senior Consultant	Booz Allen & Hamilton Inc.
Associate Account Strategist	Google, Inc.
Junior Network Buyer	MediaCom
Actuarial Analyst	Penn Mutual Life Insurance Company
Litigation Assistant	Weil, Gotshal & Manges, LLP
Equity Research Associate	Morgan Stanley



What Are Colgate Athletes Doing Now?

Seasoned Alumni (>5 years post-grad)

Plastic Surgeon	Sierra Plastic Surgery
Founder and Chief Executive Officer	One Heart with Africa
President and Chief Executive Officer	Green Bay Packers
Psychotherapist / Art Therapist	Soul Art, Inc.
Anchor	ABC News
Senior Writer	Sports Illustrated
VP of Program Management	Mastercard Worldwide
Geologist	Shell Oil Company
VP Sports Licensed Division	Adidas Group, Reebok
CEO and ExecutiveVP	SONY Music Entertainment Inc.
Foreign Service Officer	U.S. Department of State
Veterinarian	Millbrook Equine Veterinary Clinic
Director of Communications & Marketing	Ferrari
Forensic Psychologist	United Psychology Services
Sports and Marketing Manager	AAU Sports
Product Manager	Microsoft Corporation
Director, Women's Apparel	Under Armour Performance
Architectural Designer	Slifer Designs
VP Fixed Income, Currency & Commodities	Goldman Sachs
Stem Cell Researcher	Mount Sinai School of Medicine
Trial Attorney	U.S. Department of Justice
Communications Manager	Yahoo.com
Public Relations Manager - W Magazine	Conde Nast Publications
English Teacher	WorldTeach



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