

GETTING THE MOST OUT OF COLLEGE NIGHTS takes some advanced planning, and here are some suggestions:

- 1 **Before the events, look over the list of visiting institutions and identify several colleges to contact during the evening.** Your guidance counselor can help with suggestions of colleges in which you may be interested. The colleges are arranged in alphabetical order at the event, so you'll know where to find each college.
- 2 **Develop a few specific questions to ask each college representative.** They shouldn't be questions that are easily answered in the college's literature. Questions might include special academic interests, particular sports, support services available, interviewing opportunities or financial aid procedures. Collect written materials from colleges that look interesting. Also, bring a notebook and a pen to jot down notes, names, addresses, websites, phone numbers and answers to your specific questions. You may also write down some of your general impressions of the college and/or the representative with whom you spoke.
- 3 **Fill out a card provided by the college.** It will put you on a mailing list to receive more information. If you have already visited a college or have had an interview, a quick hello to the admissions person visiting Newton North is a good way to be remembered.
- 4 **Be open to colleges that might not have been on your original list, but which seem interesting.** Talk to at least three representatives from colleges that you've never heard of! You may find yourself interested in a college you never considered.
- 5 **Bring your parents/guardians.** No, you don't have to hang out with them all night. Split up if you like, feel free to hit the same colleges, and then you can compare notes afterwards.
- 6 **Make a good impression.** The college reps are going to see hundreds of students and parents/guardians that night, so they probably won't remember all of them. However, if you plan on meeting with a rep at a college that you are sincerely interested in, and you plan on asking them several well-thought out questions, make a good impression on them. They could be the person who reviews your application and/or the one who conducts your admission interview. A three-piece suit is not necessary, but look presentable. If the representative has a business card, ask for one. You can send them a nice note thanking them for their time.