**Intern to Intern**  
by Briana Janson, IEL Student Assistant

Summer concerts are a favorite pastime of many people in the Buffalo area. Although many of us enjoy attending them, only a few people understand the details that go into creating the events. Carolyn Laurie ('17), an undergraduate student with a concentration in Human Resources and Marketing, learned what happens behind the scenes at Darien Lake concerts during her internship with Live Nation this summer. Carolyn helped coordinate events for many of the concerts at Darien Lake this summer. She was involved with planning themes for the VIP club, developing marketing materials for the events, and working during the concerts to ensure that everything ran smoothly.

Carolyn said that the most valuable lesson that she learned from her internship was that hard work pays off. She explained how she worked so hard to prepare for a show and that “when you finally see the reactions of the people, you can’t even explain the feeling.” As you would guess, Carolyn was able to see many famous artists perform and was even given an all access backstage pass, however she said that her favorite part of her internship was coming up with different ideas to make the VIP club a memorable experience for the people who attended. She worked with her supervisor, Peter, and another intern to develop ideas like a photo booth, wine tastings, and giveaways for the VIP club.

Part of what made Carolyn’s internship experience memorable was her relationship with her supervisor and the culture of the office. She worked in an office of about nine people and said that the people she worked with were “laid back and you can tell that they truly love music.” The team bonded early in the internship, which helped them to be open with each other when brainstorming ideas for the various events. They became so close that they even planned to meet and catch up after the internship had ended.

Carolyn found her internship on glassdoor.com, and online search engine. She applied for the internship online even though she didn’t think that she would ever hear back from the company. To her surprise, they called her for an interview, which eventually lead to her getting the position. This is a great lesson for students. Apply for the internships you are truly passionate about even if you don’t think that you will be offered the position, it can lead to a great experience!
Networking Do’s and Don’ts:

DO: Before a networking event, take the time to develop a one-minute “elevator pitch” that highlights your experience, achievements, interests, and goals. Make it brief but focus on what sets you apart from everyone around you.

DON’T: Ask for an internship right away. Take time to build your network and establish a relationship first. It is much easier for a contact from a networking event to recommend you to their supervisor if they know who you are and what you have accomplished.

DO: Start by sending the employer an email or a LinkedIn Request. If you send them a LinkedIn Request, make sure you personalize the message. Include in the email or LinkedIn message something you spoke about and the event where you met them.

Check out our IEL Facebook page for more Do’s and Don’ts and so much more!
Facebook.com/UBSOMIEL

Internship Day

On November 10, in collaboration with the Career Services Office, IEL hosted its first ever Internship Day. This day-long event was filled with a variety of workshops and networking opportunities for students, as well as an interactive improvisation workshop performed by Comedy Sportz and a viewing of the movie, ‘The Internship.” This event was a resounding success, and IEL looks forward to hosting it for many years to come with even bigger and better events for our students!

Internship Week

From October 22-14, IEL hosted a variety of events to celebrate our annual Internship Week. Each year, we aim to make this year a celebration of our student interns, their employers, and all of the great organizations in the area who work with us to offer so many wonderful positions. On October 24, representatives from BAK USA came to speak to the MGG 300 class. The CEO, J.P. Folsgaard, shared his amazing story about social responsibility and entrepreneurship with the class, and inspired us all to look for creative solutions to the world’s issues!

ABOVE: Comedy Sportz brings student participants up on stage to work on their active listening skills.

ABOVE: J.P. Folsgaard, JD, speaks to the MGG 300 class about his company, BAK USA.

Office of Internships and Experiential Learning

Each issue of Intern Insider provides perspectives of employers, School of Management student interns and staff regarding the world of internships. Each semester, our office assists undergraduate and graduate students throughout the experiential learning process.

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