
Below you will find a step by step guide to building the foundation to your campus program.

[Step 1: Intro to Campus](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Bookmark:
 - [Campusdocuments.com](#)
 - [//Bit.ly/CampusFAQ](#)
 - [//Bit.ly/Campusvideos](#)
- Save your CRM's contact info 😊

[Step 2: Getting Started](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Order your Advertising Material
- Set up your [@vectormarketing.com](#) email
- Prep your Campus Box

[Step 3: Identifying your Schools](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Download School List Spreadsheet
- Fill in spreadsheet with your schools
- Research Career Center contacts

[Step 4: Reaching out to your Career Centers](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Download email templates from Campus Documents
- Identify your availability for meetings with Career Centers in your calendar
- Send out initial emails to your Career Centers using your [@vectormarketing](#) email

[Step 5: Meeting with your Career Center](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Review and familiarize yourself with the 'meeting with a career center' approach (*on Campus Documents*)
- Role play meeting approach
- Get a list of reps who are students at your school

[Step 6: Creating your Campus Plan](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Print out the Campus Strategy worksheet (on campus documents)
- Start to fill out the activities you are already approved for
- Set your goals!

[Step 7: Getting Help](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Create a sign-up sheet
- Plug in Campus during your team meeting
- Get your reps committed!

[Step 8: Active Advertising](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Order your advertising material
- Find out what advertising permissions you have on your campus
- Rubber band your flyers in stacks of 200
- Get your team signed up for advertising

[Step 9: Setting Up Campus Tables](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Book your tables for the ENTIRE campaign
- Email CRM/Barbie Jones (bjones@cutco.com) for Handshake tables
- Enter your tables on Vector Live
- Enter Table Applicants through the campus table section on Vector Live

[Step 10: Running a Campus Table](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Book your tables for the ENTIRE campaign
- Print out the Table Approach (on campus documents)
- Memorize and practice the table approach at your team meeting
- Organize all of your campus table supplies in a box so that they are ready to go

[Campus Table Approach](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Print out the Table Approach (on campus documents)
- Memorize and practice the table approach at your team meeting
- ROLE PLAY, ROLE PLAY, ROLE PLAY!

[Table Efficiency](#)

You'll hear about:

- How to connect with students at your table
- The importance of having a lot of interviews available and direct scheduling
- Working around students' schedules

[Meeting with Business Schools](#) (<=Click me)

After watching the video, here are some action steps you can take:

- Expand your reach on your campus
- Reach out to the Dean (or business career center if they have one)
- Schedule a meeting
- Find out what your advertising options are

[HANDSHAKE](#) (<< Click me)

Things to keep in mind about Handshake:

- The campus team does ALL job postings at approved schools for you.
- If tables need to be set up-email Barbie Jones & me with school, date, times of table and we will enter for you
- To register for fairs, email Barbie Jones & me with link or school/fair and we will register you.