



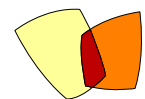
From the final scene of *The Matrix* (1999), as referenced by www.archvoices.org:

"I know you're out there. I can feel you now. I know that you're afraid...afraid of us. You're afraid of change. I don't know the future. I didn't come here to tell you how this is going to end. I came here to tell how it's going to begin. I'm going to hang up this phone, and then show these people what you don't want them to see. I'm going to show them a world without you. A world without rules or controls, borders or boundaries. A world where anything is possible. Where we go from there is a choice I leave to you."

Resources

- ArchVoices
www.archvoices.org
- American Institute of Architects - Emerging Professionals
www.aia.org
- Internship Development Program
www.ncarb.org/idp
- Archinect
www.archinect.com
- Inside Arch
www.insidearch.org

- **Make the right connections.** Students emerging from school can never have enough connections to professionals in the field. A strong support network can provide a link between academia and professional practice. Identify individuals who inspire you, and ask them to be your mentor.
- **Office culture takes some getting used to.** It takes a little while to get into the flow of '9 to 5,' and to get up to speed on employer expectations, hierarchy and 'unwritten' rules on office politics, work ethic, billable hours, and how to get the most done in the least amount of time. Make sure you take on at least one internship prior to your first 'real' job.
- **Negotiation skills are key.** It can be difficult to ask for the appropriate salary if you don't know what your position pays in the location you'd like to work in. Get up to speed on intern salaries with the latest AIA Compensation report.
- **Know how to market yourself.** A hot portfolio and resume are important, but they only tell part of the story about who you are. It's crucial to understand what your skills and passions are, and accurately portray yourself. You may not know what your passions are, just be honest about your skills and abilities. You know more than you might think.
- **Size does matter.** Larger firms offer higher salaries, better benefits, and more flexible work schedules, however, the opportunity to immerse oneself in a more diverse range of professional practice may be greater at smaller firms.
- **Communication skills will take you places.** Students tend to know precisely how to communicate with each other, but it can be challenging talking to clients and consultants who do not understand the design process. Practice makes perfect, so practice talking with Uncle Joe about the benefits of good design.
- **There is a business side to architecture.** Your actions directly impact the profitability of the firm. To be an effective employee, it is critical to prioritize a clear set of actions to reach a goal, rather than explore many different paths while eating away at the fee (and profit). Time is money!
- **How long does it really take to build a study model?** The truth is, you don't have the luxury of time and flexibility to study every option and detail the way you do in school. Realistic timeframes set expectations and provide a framework to determine your priorities to get the job done. If you do run into trouble, let the powers that be know right away, so you can work together as a team to solve the problem. Don't play the blame game.
- **Wear black and get a pair of cool glasses.** Enough said.
- **Find your passion, and join a cult.** Once you figure out (if you haven't already) what you are passionate about, there are numerous ways to find outlets for your (stifled) creativity. Organizations, competitions, teaching, and writing are all outlets for you to keep the fire burning. If you don't find a group that fulfills your interests, start your own!



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Created by Marni Jade Evans on behalf of the Graduate Council.

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