

Welcome, Amal!

Your Onboarding Package

Prepared by Mansour
December 29, 2025

Strategy Call Summary

Your Current Situation

School:
Iowa State University

Applications Sent:
2 (last 90 days)

Major:
Electrical Engineering (Junior/4th Year)

Goal:
Land Summer 2026 Internship

The Core Challenge

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You're at a critical point—**4th year with only one summer left** for internship experience before graduation—but facing some significant roadblocks:

- ✗ **Zero college internships** (only high school internship in Niger from French school requirement)
- ✗ **Changed majors twice**—undecided → software engineering → electrical engineering (just last semester), adding an extra semester to graduation (now Spring 2027)
- ✗ **No leadership positions**—joined robotics club and wind turbine energy club but only attended meetings
- ✗ **Networking struggles**—self-described as "really really really bad at socializing, networking" and "introverted and shy"
- ✗ **Lack of confidence**—even at career fairs, "I don't even sound confident enough," making it harder to stand out
- ✗ **Limited applications**—only 2 applications in last 90 days (likely hesitation due to confidence/networking concerns)

What's Already Working For You

Clear Passion & Direction

Interest in prosthetics (Austin company visit), biosensors, and biomedical applications—specific passion that will shine through in applications

Creative & Technical Skills

Favorite class: SE 185 (creating games, creative projects)—shows you enjoy hands-on, creative technical work

Strategic Course Planning

Taking biomedical electives (biosensors) despite EE major—demonstrates intentionality and long-term vision

Solid GPA Foundation

3.4 GPA—above most company cutoffs (typically 2.8-2.9), eliminating automatic disqualification

Entrepreneurial Experience

Helped mom with business startup (logo creation with sister)—shows initiative and real-world experience

Community-Minded Ideas

Planning youth engineering club with sister—demonstrates leadership thinking and desire to give back

Perfect Timing

Starting January 5th, 2026—well before Iowa State career fair (Feb 8-10), giving us time to prepare you properly

Self-Awareness

Knows networking is a weakness and willing to work on it—awareness is the first step to improvement

The Insight

You're experiencing what I call the "**Imposter Syndrome Paralysis**"—you think you don't have enough experience, so you hesitate to apply and network, which creates a vicious cycle. Your networking struggles aren't a personality flaw—they're a **skill gap that can be trained**.

Here's the truth most introverts don't realize:

1. **You don't need to be extroverted to network effectively**—you just need a system and scripts that feel authentic
2. **Passion is contagious**—when you talk about prosthetics and biosensors (things you care about), confidence comes naturally
3. **Your "bland" experience is actually valuable**—SE 185 projects, robotics club exposure, logo design work, and biomedical interests can be packaged as strong resume bullets
4. **Career fairs favor prepared introverts**—recruiters are tired of fake-confident extroverts. They want authentic, well-researched candidates with good questions
5. **Iowa State has massive engineering networks**—alumni want to help fellow Cyclones, especially those who show genuine interest in their field

The Launch Path is specifically designed for introverts who think they don't have enough experience.

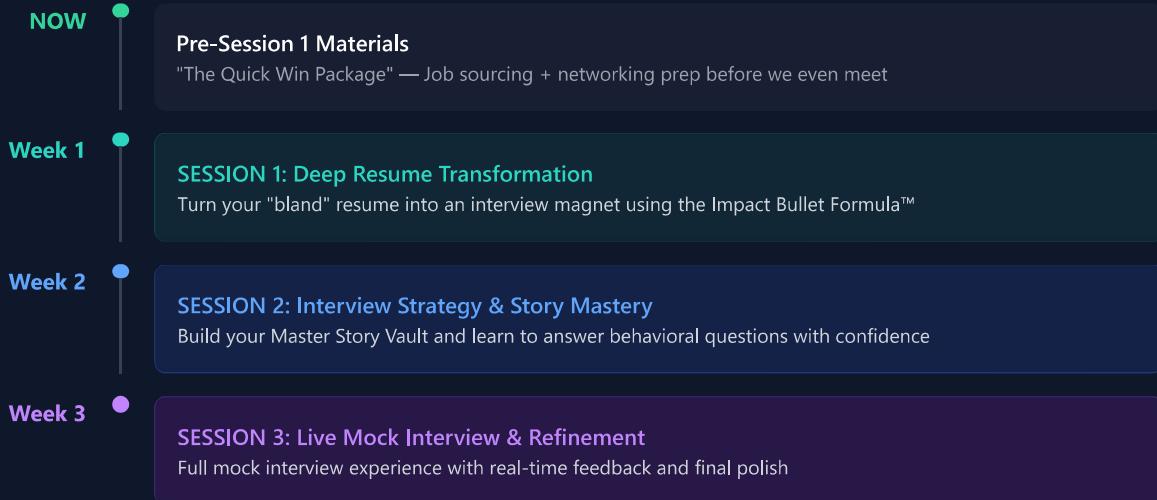
The Plan Moving Forward

The 21-Day Job Launch Blueprint

3 × 90-minute 1-on-1 sessions over ~21 days

Each session includes **live resume building, story development, and mock practice** tailored specifically to your internship search.

Session Timeline



What You'll Walk Away With

- ✓ A fully transformed, ATS-optimized resume that stands out
- ✓ A Master Story Vault with 15 polished STAR stories
- ✓ Full mock interview experience with detailed feedback
- ✓ Alumni networking strategy with warm intro scripts
- ✓ A modular bullet library for quick tailoring to each application
- ✓ Interview Cheat Sheet for quick reference during interviews
- ✓ Strategic job sourcing plan targeting 20+ companies
- ✓ Cover letter template and application tracking system

Pre-Session 1 Materials

"The Quick Win Package" — Feel the value BEFORE our first call



1. The Job Sourcing Strategy™

Quality over quantity applications

What it is: A framework that explains why applying to random jobs fails, and how to use strategic targeting instead. You'll learn the 70/20/10 rule, the Supplier Hack, and the Hidden Job Market Timeline.

Why it matters for you: With only 2 applications sent (likely due to overwhelm), this gives you a clear system to apply strategically without burnout. Focus on roles with 10-50 applicants instead of 500+.

 Attached separately



2. The Job Board Hierarchy™

Where to apply for maximum ROI

What it is: A ranked list of job boards from Tier 1 (company career pages, 15% response rate) to Tier 10 (Indeed, <1% response rate). Includes discipline-specific recommendations for electrical/biomedical engineering roles.

Why it matters for you: Handshake (Iowa State-exclusive), IEEE boards, prosthetics company career pages, and direct biomedical company sites will 10x your odds.

 Attached separately



3. The Warm Intro Protocol™ (For Introverts)

Turn alumni into advocates without feeling "salesy"

What it is: The exact 4-step process to reach out to Iowa State alumni at target companies (especially prosthetics/biomedical) and convert conversations into referrals. Includes the "Researcher Script" that gets 30-50% response rates—designed specifically for introverts.

Why it matters for you: You struggle with networking, but this system makes it feel natural. Iowa State has strong alumni networks—this shows you how to activate them without feeling awkward.

Attached separately



4. The Application Pipeline™ (Template)

Track applications like a sales pipeline

What it is: A Google Sheets template to track every application: company, role, date applied, source (LinkedIn/referral/direct), status, and next steps. Includes dashboard for response rates.

Why it matters for you: With only 2 apps sent so far, this gives you a system to stay organized and build momentum without overwhelm. Prevents duplicates and shows what's working.

Attached separately



5. The Application Timing Strategy™

When to apply for maximum visibility

What it is: Data-driven guide on the best days/times to submit applications (hint: Tuesday-Thursday mornings beat Friday afternoons 3x). Includes posting age strategy.

Why it matters for you: Strategic timing = higher odds your resume gets seen first, especially important when you're building confidence in the application process.

Attached separately



6. The Resource Activation System™ (Worksheet)

Map your entire Iowa State network

What it is: A worksheet to map the 4 pillars of university resources: Career Center, Alumni Database, Engineering Societies (IEEE/Robotics), and Professors. Includes specific action items for introverts.

Why it matters for you: You're paying for resources you're not using. This shows you exactly how to activate them without overwhelming yourself—baby steps that build momentum.

Attached separately



7. The Introverted Networker's Playbook™

Network authentically without faking extroversion

What it is: A mindset reset that reframes networking from "awkward self-promotion" to "seeking advice from people who want to help." Includes 4 mental reframes, the "Asset in Training" mentality, and career fair scripts for introverts.

Why it matters for you: You said networking feels really hard and you don't sound confident at career fairs. This makes it feel natural by giving you a system that works WITH your personality, not against it.

Attached separately



8. The Career Center Activation Checklist™

Extract maximum value from Iowa State resources

What it is: A checklist of services to request from Iowa State's Career Center: resume review, mock interviews, alumni database access, exclusive job postings, industry panels.

Why it matters for you: Most students ignore the career center. Those who use it strategically get 1.5x more interviews—and it's a lower-pressure way to practice networking.

Attached separately



9. The Asset Mindset Shift™

See your experience as valuable before Session 1

What it is: A mindset prep guide that teaches you to see every class project, robotics club exposure, logo design work, and biomedical interest as a "hidden asset." Prepares you for resume transformation work.

Why it matters for you: You think you don't have enough experience. This shifts that before we build your resume—because you have more value than you realize.

Attached separately

Actions Before Session 1 (January 5th)

Please complete before our first session—these will make our time together WAY more effective:

- Complete the **Resource Activation System worksheet** (map your Iowa State network: Career Center, Alumni, IEEE/Robotics clubs, Professors)
- Set up the **Application Pipeline spreadsheet** (track your 2 past applications + prepare for new ones)
- Identify **10-15 target companies** in prosthetics/biomedical/electrical engineering (we'll use these in Session 1)
- Research the **Austin prosthetics company** you mentioned and 2-3 similar companies
- Send **3-5 LinkedIn connection requests** to Iowa State alumni at target companies (use Warm Intro Protocol —we'll start small!)
- Schedule a **career center appointment** at Iowa State (if you haven't already—we'll prep you on what to ask for)
- Gather all **resume materials**: current resume, SE 185 project notes, robotics/wind turbine club activities, logo design work, any coursework projects
- **Bring your current resume** to Session 1 (even if it feels incomplete—that's what we're fixing)
- **Bring 1-2 job postings** you're interested in (prosthetics/biomedical/electrical roles for Summer 2026)
- **Post an introduction** in the Skool community (just a few sentences about who you are and what you're looking for)

 **Pro Tip:** Don't stress about perfection. The goal is to gather data and start building momentum. We'll refine everything together in Session 1. Remember: progress, not perfection.

Let's turn your passion into your first internship.

You don't need to be the loudest person at the career fair.

You just need to be the most prepared.

Your interest in prosthetics and biosensors is **real**.

Let's build a resume and interview strategy that shows it.

Excited to work with you, Amal!

— Mansour