

# The PAC Method

**Passion**

**Affinity**

**Commonality**

## Questions to Find Passion:

1. Why did you decide to get your degree in \_\_\_\_\_?
2. Why did you decide to come to UNCG?
3. What did you like most about program?
4. What sparked your interest in your career field?
5. What outside of the classroom experiences did you have with your program?
6. What would you do with your education if you could start over?

## Questions to Find Affinity:

1. What did you like most about your experience at UNCG?
2. What organizations or clubs were you involved in?
3. What do you like to do when you come back to the campus?
4. What dorm did you live in?
5. What was your favorite thing to do on campus?

## Methods to Find Commonality:

1. Share about your favorite place on campus.
2. Share what extracurricular activities you are a part of.
3. Share about your resident life experience.
4. Share about your most impactful class/experience.

## Tips for successful rapport:

- Ask for advice
- Share about yourself
- Ask questions you can answer for yourself
- Be authentic
- Smile While You Dial 😊