



Michigan Business School Finance Club

September 26, 2004



Why Do I Need to Network?

- Interview Bidding Process
- Closed List Selection
- Learn the “Unwritten Rules of the Game”
- Help Determine Firm Culture / Fit
- Answer the question: Why is XYZ bank right for you?
- It’s nice to start the interview off with “It is good to see you again...”



How Do I Get Contacts?

- Company Presentations
- Online Databases
- Call / email recruiter
- Family / Personal
- MBA2's



Network at Company Presentations

- Collect materials provided by firm
- Introduce yourself to representatives after presentation (Exchange business cards)
- Write down names and emails of all firm reps



Network Online

- Use Business School alumni directory in iMpact
- Search high school, undergrad and professional databases to which you are a member
- Search Firm website for names in particular industries / functions



Network Using the Recruiter

- Call or Email the recruiting staff at the firm of interest



Family / Personal / Professional

- Family and Personal are obvious
- Professional associations
- Former career may be sufficient opening in a conversation



MBA2's

- Most readily available
- Most recent experience
- Most relevant experience
- Likely to have your best interests in mind
- Probably the most important



What do you do with a contact?

- Be professional you are always being evaluated
- Be flexible regarding scheduling of calls
- Be courteous, enthusiastic and interested
- Utilize them as a resource in the process
- Call and Email (Make sure you have some good questions)
- Stay in touch but don't become annoying
- Review your resume (selected individuals)
- Request Informational Interview (selected individuals)



Events

- Office Hours – Networking Opportunity
- Company Presentations – Gather Info
- Invitation Only Events – Sell Yourself
- Informational Interviews – High Risk / Reward



Researching the Firms

- Form study groups
- Need to know a good deal about each Firm before WSF, Informational Interview
- Recent news, recent deals, organization, stock performance, nature of summer and full time programs, Firm strategy, MBA2's, etc.



Research Resources

- Kresge electronic data services
- 10K or Investor Annual Report
- Company Website
- On campus presentation
- Network (Alumni, MBA2's , etc)
- Vault Guide, Job Juice, WetFeet



Recruiting Events – This Week

- Monday 9/27:
 - Morgan Stanley – Sales & Trading - Hale
 - General Electric – Corporate Finance - D1276
- Wednesday 9/29
 - Ecolab (office hours) – Corporate Finance – Student lounge
 - Piper Jaffray – Investment Banking – D1275
 - NY Federal Reserve – D1220
- Thursday 9/30
 - P&G (office hours)– Corporate Finance – Student lounge
 - Borders (office hours) – Corporate Finance – Student lounge
 - Amazon (office hours) – Corporate Finance – Student lounge
 - Amazon Corporate presentation MBA2s – Corporate Finance - Hale



Reading List

- Monkey Business – Rolfe and Troob
 - I-Banking essential
- Liar’s Poker – Michael Lewis
 - S&T essential
- Barbarians at the Gate – Burrough
 - IB, Corp Fin, PE
- Greed and Glory on Wall Street – Auletta
 - IB
- The Prince – Machiavelli
- The Life of Sammuel Johnson – James Boswell