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**