Meeting Minutes
EY
September 22, 2015

Presenters:
Lindsey Eaton- Lead Campus Recruiter
Michael Howard- Audit Partner

Presentation & Notes:

EY Brand

- EY is a Big Four firm
  - Global firm - 150 countries
  - $28.7 billion in revenue
  - 212,000 people
- Accounting services include
  - Advisory
  - Assurance (audit)
  - Largest department in EY’s San Diego office
  - Tax
  - Transaction advisory services (TAS)
- Key Industries and Clients Served in SD
  - Retail and consumer products
  - Life sciences
  - EY serves a majority of the life science companies in San Diego
  - Real estate, hospitality, and construction
  - Technology
  - Entertainment

EY Leadership in San Diego

- How strong is the presence of the firm in your town?
  - San Diego- Venture capital funding (2014) 80-90%
  - Share of San Diego IPO’s by Big Four- 51% (last 14 years)
  - Share of 50 largest Market Cap Companies- 27%

Small Group Discussion

- Meet the Firms
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○ Resumes
  ■ Get a second set of eyes to look at your resume
  ■ Visit Career Services
  ■ Resume workshops

○ Dress Business Professional

○ At the Event
  ■ Meaningful Conversations
    ● Speak loudly
    ● Firms Handshake
    ● Don’t get stuck in “buddy system” separate and move around
    ● Research the firms beforehand
      ○ Use LinkedIn
    ● Introduce yourself to professional and everyone else in the group
    ● Don’t go straight to the partners, there are plenty of professionals
  ■ Speaking Points
    ● Firm events
    ● School/Professors
    ● SAS participation
    ● Work experience even if it’s not accounting related
    ● SDSU sports

○ After the Event
  ■ If you had a meaningful conversation
    ● Ask for business card
    ● Email and recap conversation
    ● Don’t be afraid to ask to meet again
      ○ Make it convenient to the professional