



# SDSU Student Accounting Society

## Meeting Minutes: Deloitte & KPMG

### “Dare to be Prepared” / “Getting Ready for Fall Recruitment”

January 28th, 2019

#### Deloitte

##### Presenters:

Rosie Boyland	Campus Recruiter
Lauren Brighthurst	Campus Recruiter
Jane	Audit
Ellie	Audit
Claire	MSA Program, Tax
James	Tax Senior

##### Presentation:

- Dress for success
  - Don't dress for the job you have, dress for the job you *want*.
  - Including hair, accessories, hygiene, makeup - not just attire.
  - Differentiate...
    - Business professional: suits, ties, pantsuit, blazer and skirt
    - Business casual: slacks, skirt, but without the blazer - a step down from business professional. Blouses, button-ups.
- Know your audience
  - Know what the attire is at the office. The climate of the workplace.
  - It's better to overdress than underdress, when unsure or as a general rule.
- What are some other professional tips?
  - Don't wear heels for the first time to interviews! Wear comfortable shoes you are familiar with.
- Emailing in the professional services environment
  - Introduce yourself
  - Remind the person what you talked about!
  - This will help their memory in recalling who you are.

- ALWAYS include a subject line (or else it can go into spam, and they might not see it)
- Professional, grammatically correct sentences and words!
- Clear and concise; get to the point and don't ramble on.
  
- Working the room and giving strong introductions
  - A first impression takes FOUR SECONDS to form!
  - Somewhere like Meet the Firms: smile, offer to shake their hand, eye contact, be confident. This makes a better impression.
  
- Be conscious of your non-verbal communication
  - Be aware of your habits that you might be doing while nervous.
  - I.e. playing with your hair, rocking back and forth on your feet, avoiding eye contact, etc.
  - These can be distracting to the other person.
  
- You've landed multiple offers - now what?
  
- Recruiting etiquette is key
  - Be polite when declining a firm!
  - Professional ghosting - when you don't get back to a professional regarding email, conversation, meetings, offers, etc. Avoid this! Always communicate!
  - Don't burn any bridges.
  - You never know who you could work for or who could help you in the future.
  
- Upcoming Programs:
  - **Deloitte National (Summer) Leadership Conference**
    - Send students to Deloitte University (training facility in Texas); first year they are sending everyone in the West region to Deloitte University!
    - **\*\*These can help you land an internship spot!\*\*** ← Jan 2020, Summer 2020
    - Sophomores / juniors (on a 5 year track)
      - I.e. if you're a junior doing the Masters program, you are eligible!
    - Application Timeframe: Spring 2019
    - Program Timeframe and Location: Deloitte University, June 21 - 23 2019
  - **San Diego Office Preview & Social Event**
    - Tour San Diego office, meet professionals
    - Sophomores / juniors (on a 5 year track)
    - Application Timeframe: N/A, all students selected will be invited.
    - Program Timeframe and Location: San Diego office, May 3, 2019
  
- Important Dates:

- **\*\*\*Friday, February 15th - 2 - 5PM: Spring Leadership Connection\*\*\***
- ^^ **This one is extremely important if you are going through spring recruiting!**
- Sunday, February 17th: Application deadline
- Tuesday, March 19th: On Campus interviews
- Tuesday, April 23rd: ALPFA Meeting

### Questions

None!

### KPMG

#### Presenters

Allison Reams	Campus Recruiter for Tax, Audit, and Advisory
Ethan	IT Audit Associate
Jason Sloan	Audit Associate
Annie	IT Audit Associate
Danielle	Audit Manager
Stephanie	Advisory
Ivan	Advisory Senior
Amanda	Intern
Kevin	Upcoming Audit Associate (currently in Master's program)

#### Presentation:

Your career inspired

- 10 Steps to Get Ready for Spring Recruiting
  1. Go to Career Services
    - Templates to use for cover letters, resumes, etc.
    - Check for job/internship postings
    - Workshops, mock interviews
  2. Create a great resume
    - Start thinking of traits, experiences, and qualities that differentiate you
    - Get a part-time job
    - Know your CPA eligibility (audit, tax...) ← 150 unit to sit for the exam.
    - Clear formatting! Easy to read! Make information accessible!
    - Professional font, include contact information
    - *Don't include* your home address (there's no need since they won't send anything to your house). *Include* cell phone number, and an email that you check often
    - Email address should be recognizable (first/last name, not something unprofessional i.e. nickname, something inappropriate).

- Objective statement should be specific - tax or audit? What job are you looking for? Internship, full-time?
- INCLUDE GPA ALWAYS! ← They will see your GPA on your transcript anyways, but make it easier for recruiters/those looking at your application

### 3. Look the part

- Minimal jewelry, cologne, perfume.
- Invest in at least (1) business professional outfit!
- Suit, tie, blazer, slacks, etc.

### 4. Research

- Read websites, collateral, giveaways
- Watch videos about the different practices
- Talk to former interns or current associates ← at meetings, get their card and keep in contact!

### 5. Pick a practice

- When you apply for SLPs, internships, etc, you apply to ONE position:
  - Tax
  - Audit
- Know *why* you want to join that practice.
- They want you to be specific. Don't apply to tax and audit because they will be confused as to which one you prefer.\*
- If you change your mind during your internship/job, they will work with you to change that!
- \*Let them know if you're interested in multiple postings.

### 6. Pick a location

- Many locations available!
- I.e San Francisco, LA, etc.
- Write on cover letter if you want a different location.
- If you want to work in San Diego → apply on Aztec Career Connection.

### 7. Don't miss deadlines!!

- Make sure you have plenty of time to apply to positions with ALL necessary materials.

### 8. Network

- Resume alone will not help you get the position.
- Meet as many professionals as possible so they know your face, your personality, etc.
- Gives a personal touch to the application.

- Keep in touch with professionals after meetings, grab coffee, schedule a meeting, phone calls... Reinforce your interest!

9. Get ahead!

- Be aware of recruiting events, office tours, interviews, etc.
- Also be aware of your schoolwork.
- Schedule things accordingly.

10. Be you

- They want to get to know you to see if you will be a good fit.
- Be confident! (Or fake it until you make it.)

**Questions:**

None!



