



SDSU Student Accounting Society

Meeting Minutes: EY Service Lines & Spring Recruitment

February 11th, 2019

Presenters:

Ali Meersman	Campus Recruiter
Sean	Assurance Manager, SDSU Alumni
Andrea	Assurance Staff I
Carly McIntyre	Tax Staff
Mohammad	Tax Senior (III)
Dalton	Advisory, SDSU Alumni

Presentation:

- Took a poll to see when people were graduating. 2019, 2020, 2021...
- **Service Lines**
 - Assurance
 - Work as teams in a room, going to client sites
 - Audit sets of financial statements
 - A lot of client interaction (via email, in person)
 - Staff: preparing papers, building relationships, speak with client about their processes
 - Senior: leveraging relationships to finish tasks
 - Advisory
 - Technology risk, IT audit
 - Focus on IT systems, automation
 - Transactions advisory services
 - "Consulting"
 - New hires aren't considered for this position unless you're from a top tier school, like Stanford
 - Tax
 - Specialty groups in national tax
 - Compliance (completing tax returns), consulting, controversy (IRS, state audits)
 - A lot of client interaction!
 - FSO
 - Financial services organization
 - Audit, tax, or advisory BUT only working on financial clients (i.e. banks)

- Not essentially prominent in San Diego, but more prominent in LA
 - Wealth asset management
 - Insurance, banking and capital markets
 - Took another poll asking students what they were interested in!
 - Most said Assurance, then FSO, then Risk Advisory, then Tax.
- **Which positions you can apply to:**
- Freshmen
 - 2022 grads
 - Global Perspective Conference - LA in April - Bay Area in June
 - One day conference! Build networking connections.
 - Applications on Aztec Career Connection.
 - Discover EY Leadership Conference - Texas
 - Sophomore
 - 2021 grads
 - Emerging Leaders Program (apply to summer 2020 internship, and part of recruiting process is attending the SLP)
 - Hire interns from the program!!
 - Can switch from audit to tax, you aren't solidified or pigeonholed!
 - Junior
 - 2020 grads
 - Emerging Leaders Program (apply to summer 2020 internship, and part of recruiting process is attending the SLP)
 - Internships, 2019 Service Line Internship
 - Senior
 - Full time!
- *******Applications due 02/15!*******
- Show off your writing skills through your resume bullet points!
 - Resume, transcript, CPA track, etc.
 - **First interview: virtual.** Complete 5 questions you record yourself answering. I.e. "Share an example of your leadership experiences."
 - Most people move forward to in person interview!
 - **Second interview: two thirty-minute in-person behavioral interview.**
 - **Questions during application:**
 - **Which practice?** Audit, tax, or advisory!
 - **Which industries?** FSO, or industries outside financial services (aka 'Core')!
 - **Where?** Location preference!
 - **After passing CPA within a year of start date...**
 - \$5,000 bonus in additional to your salary.
 - Within three years, \$3,000 bonus.
 - **Health and fitness**
 - Gym/yoga membership
 - Buying bikes, yoga mats, fitbits, Apple Watches

- 70% of what you paid - up to \$500. Get money back!
- Include personal goals (healthier, happier → more productive overall)
- **Vacation time**
 - First year, 15 days, 3 personal, 3 CPA days (to take exams), 13 EY paid holidays.
 - Increases with every promotion!!
 - Entire week of 4th of July, 4 days for Thanksgiving/Labor Day week, 11 days off for Christmas/New Years.
 - Flexibility changes. You can't take vacation time during busy season!! Unless it's a family emergency.
 - As you get older, clients will rely on you more... flexibility/responsibility will change. Like you are expected to reply to business emails or at least be responsive/communicative!
- **Exceptional EY Experience**
 - Showed video of conference from last year.
 - Students doing different activities, different professionals (i.e. CEO, chairmen) talking on stage.
- **Why EY?**
 - What is most important to you?
 - I.e. advance your career in the best way possible.
 - EY owns SD Audit market.
 - Large # of clients and connections → largest network.
 - Care about every individual on their own path.
 - Many opportunities, specialty groups outside of tax/audit.
 - Don't be afraid to ASK questions about opportunities/programs!!!

Questions:

- ***What is important to know going into tax at EY?***
 - Interest in tax law/legal changes/tax reform
 - Consulting work around legal code
 - How operations affect tax returns
- ***Going into risk advisory?***
 - AIS background!! (This is ACCTG 333)
 - IT & ACCTG mixed together - have that foundation
- ***Going into audit?***
 - Interest in technical guidance aspect of accounting
 - Interact and deliver client services
 - Communicate well, gather information efficiently (speaker adds: get to know client a little bit more, so they feel more comfortable - mutual trust)
 - New staff adds: thrown onto team/client, talking to client by herself. Always have someone nearby so you can ask questions! Learn from managers and partners, listen and absorb as much as you can.
- ***Common pitfalls/mistakes of interns/first year associates?***

- Analyzing foreign information that might not make sense. It's easy to make stupid mistakes, overlook procedures. Slow down! Don't get too overwhelmed!
- "Get comfortable with being uncomfortable"
- Focus on taking your time and learning!!
- Ask questions always, never hesitate! No one expects you to know everything, so don't be afraid to be inquisitive.
- Just because you're good in class doesn't mean it will translate as easily in real life. It'll always be an adjustment.
- **Audit: Size of your team?**
 - Depends on the engagement.
 - Could be 8, could be 5-6...
 - ****Average is about three people.****
 - Audit Apple & Google! ~30 people.
- **Tax: Size of your team?**
 - Depends on the client.
 - Could be 20 for a larger, multinational corporation...
 - Could be 3-5 for a smaller client...
- **Risk Advisory: Size of your team?**
 - Typically 3-8.
- **What's something fun you do outside of work?**
 - Sean remarks going to concerts with a Senior from EY, and others joined them as well. "Bonding experience."
 - After end of a deadline, have a celebration for busy season!
 - I.e. Paint & wine with coworkers!
 - Throughout year, going to karaoke.
 - W/ office in Irvine, wine tasting, white elephant, foosball table.
- **Is it difficult to transfer offices (i.e. SD → LA)?**
 - Wait until you've been working in your office for a while!
 - Not as soon as you get the position.
 - International offices: rotational programs. 4-5 years in your career, these opportunities open up more.
 - For seniors, rotation program in Buenos Ares, Argentina!
 - Global opportunities for interns: one month of internship in another global office. One intern from SD office went to Argentina and one from SD office went to Dublin.

