



SDSU Student Accounting Society

Meeting Minutes: EY

October 2, 2017

Presenters:

Madeline Martinez Staff 2

Sean Weigle 3 year Senior SDSU alumni

Phillip DiGiacomo Tax accountant SDSU alumni

Tasia Blazeovich Senior manager SDSU alumni

Kyle Hass 3 yr Senior SDSU alumni

Matt Anderson Audit senior

Nicole Doherty tax Senior SDSU alumni

Mike Howard Auditing manager SDSU alumni

Presentation:

Services offered

- San Diego office main focus is auditing
- Next focus is on taxes, then on IT services

Exciting time to join EY

- Focusing all their efforts to have goal
- Goal is called vision 20/20
 - They want to develop - become market leader in the real estate market (they just got the GM company from deloitte)
 - The next area they are focusing on is having the highest performing teams
 - They hire the biggest, brightest, most talented people
 - Very adamant about training
 - There is a mandatory two weeks training and a few days throughout the year
 - There is also an informal mentorship by the person above you
 - Last area is to strengthen globally and empower locally
 - On Friday the entire west region is making their focus on the community for 4-6 hours, 40 people from the company do a feed America

Regional Areas

- Asia Pacific, EMEIA, Americas-goes to Canada to Argentina and Israel
- West Region has 150 countries

- More than 230+ people and 29.6 billion revenue
- The west has a more transaction based market

Wanted

- The pillars are the three areas that support the goal of vision 20/20
- Focus is on Audit, tax, and then advisory

Different Opportunities at EY

- 1. Advisory
 - More specific to consulting
 - In San Diego, IT group does application testing on clients
- 2. Assurance
 - Auditor: as an auditor you get to gain experience and understanding
- 3. TAS
 - The group focuses on Mergers/acquisitions (when a bigger firm acquires a smaller firm)
- 4. Tax
 - They do tax returns, tax guidance, business tax
 - You are expected to learn all of it, get to try all of it. They give good opportunities to figure out what you want to do
 - Corporate returns, state/local, payroll taxes

Our People love working here

- You come in and make you feel like you belong
- For taxes you have a chance to work in the UK
- The company is very flexible

Differences matter

- Flexibility
- Diversity+flexibility=growth for you
- The differences matter between companies

Commitment to Corporate Responsibility

- Opportunities to contribute to society
- Interns also get to be apart of corporate responsibility

Better place to work

- Many best workplace awards

How to network; the basics

- Meet the firms (good opportunity)
- LinkedIn is a social networking tool, not face to face interaction
- Goal to embark
 - Ask questions about what kind of clients would you like to work with
 - 65% of private firms go public, EY helps them to go public
 - EY has a good size company

- YOU=the total package

Step 1: Go with a purpose

- Meet with 2 to 3 companies
- Learn 2 extra things about each company to show interest
- Think about questions that are important to you, what industries
- Ask questions that mean something to you as it makes you more genuine person

Step 2: Use Inside contacts

- If you know someone use them (from networking from any club)
- If you know someone at a booth, you can talk to another team member also, since the decision can come from team members who talk to recruiting officer
- Treat everybody the same
- Learn from others

Step 3: Be a lone ranger

- Go to each employee individually

Step 4: Get the lay of the land

- Learn what the structure is

Step 5: Be aware of body language

- Don't hold your hands, keep them open
- Don't stare at floor
- Shake the nervousness out

Step 6: Break the Ice

- You can ask if you have traveled
- Any question can break the ice

Step 7: Mind your handshake

- Don't crush the hand
- Give a good hard shake
- Look up and look at eyes when shaking hands

Step 8: Ask open-ended questions

- Try to stay away from questions with yes or no answers

Step 9: Go easy on business cards

- You want to make connections with the firm more than just collect business cards
- Making connections is more important

Step 10: Be confident

- Know you and continue to learn

Things to consider

- 1. Capture audience attention
- 2. Convey a clear message
- 3. Focus on differentiation
 - Be passionate, while listening to the answers also

Questions:

How many people to meet?

The quality of conversation is more important. Make sure you meet a couple people. If interested in tax you should meet tax people, Find people in each category ask what a normal day could be

In your opinion how long is too long?

5 to 7 minutes, under 3 minutes you can't give a lasting impression. Over 7 minutes you are not as efficient or good. Have an exit strategy (the recruiters can talk also)

Are there any questions that you are sick of hearing?

They have heard all the questions before, some answers can sound rehearsed. If someone you connected with send them a thank you email about the conversation. Do not overthink the email, make it short and sweet. Be tactful how you ask the questions. Stay positive in your answers, enjoy being around and not complaining. When there is a break write conversation about each experience on the card to help remember

Is there anything you look for in resumes?

GPA factor is an indication, there is a minimum GPA. They also look for other things besides school. If there are no other activities then there should be A's. They want to see work experience outside of school and that you could juggle more, when it gets busy and shows that you can multitask

If I have business cards should I bring them?

They prefer to look at resumes, they look for GPA then look towards activities. They are not bad but a resume is more meaningful. They are not bad, it's all about how you present it

Do you care if the resume is on resume paper?

Don't really care if it is on resume paper, recruiter might care. MTF would be ok with regular paper. 1-1 with firms can on resume paper

Hypothetically the GPA isn't as good, should I put activities higher on resume?

Should have a higher skill setting. Education should be on top. In working world education would be on bottom. GPA should be the first thing seen. If there is something you are uncomfortable you can do a cover letter. If you are in an interview you can talk about it

Would you rather see Overall GPA or School GPA?

Would like to see both

Use elevator pitch to sell stuff or find connection?

Find a balance with selling yourself, but make a connection with the firm. You want them to see that you are interested. Do an intro then follow up with an elevator pitch. When having conversations you should talk about experiences, in the middle of the conversation sell yourself

MTF is recruiting event should freshman and sophomores attend or wait for Leadership conference in the Spring?

They should start as early as possible. Start asking for internships and full-time positions. Not sure if tax/audit is available freshman year, so you can talk to them. Meet them next spring you should meet them. Ask when you graduate, be sure of the date for the recruiters