Meeting Minutes
Ernst & Young (E&Y)
March 5, 2013

Speakers:
John – Masters at SDSU, graduated last May
Amy-Assurance Manager
Jamie- Assurance Services, 3rd year, Masters at SDSU
Mike Howard-Audit Partner, SDSU Alum
Kalani-Tax, Staff

- Intro
  - Our global structure encourages you to...THINK, ACT, and INNOVATE
  - 140 countries
  - 167,000 people
  - $24 billion in revenue
  - We serve a lot of small companies/capitalists who are later going to become the BIG companies in the future
    - audited 65% of the IPOs in San Diego
    - E&Y has a strong practice, and being able to experience that will be a strong addition to your resume if you work for E&Y

- Our Service Lines
  - Advisory
  - Assurance (also termed as an “audit”)
    - IT assurance – making sure what you put in the system is correctly outputted.
    - Consists lots of team work, working on different clients, possible to be promoted
  - Tax
    - E&Y values the people and has a strong support for veterans
    - Continuous learning experience
    - Work includes Indirect tax, tax returns, tax research
    - Audit work – Can hang-out with the audit team even when you are not in audit
• Diversified staff group – it is a program for those that who don’t know what emphasize to go into right out of school
  • You don’t have to make the decision today
  • The E&Y manager started working right out of high school at General Dynamics, then at ROAR. One day he was at the library and grabbed a book and saw a list of all the CEOs of SD companies. He saw their respective resumes and noticed that each had either an Accounting or Finance background.
  • Every company has an accountant

  o Transaction Advisory Services (TAS)
    ▪ They help on the audit side especially dealing with stock transactions and ensuring they are valued correctly. (public vs. private)
    ▪ Allocation, Goodwill, Purchase price allocation method
  o Audit – you will feel very comfortable working with intelligent people
    ▪ Like tax, the learning process is continuous

• Emerging Leaders Program
  o Program Overview
    ▪ One of a kind interactive learning experience
    ▪ Two day program over the summer where you will learn more about the firm’s culture, people, and practices
  o Who can Apply
    ▪ Sophomores or those 2 years out from graduation studying accounting or other business majors
    ▪ When in doubt, apply
    ▪ GPA requirement: minimum 3.2
  o Deadline:
    ▪ March 7th, apply through Career Services
    ▪ A great chance to network, focus on team-building through activities (last year- they built a bear and while doing so, you learn how to communicate with others in order to get the parts you need, learning how to make a presentation in front of others, and other learning skills are implemented into it as well). Also, we went to the wild animal park all together last year.
    ▪ What are my chances of getting into the program: Locally, over 200 applicants applies, but only takes about 30-40 students statistically

• Launch Internship
  o Who can apply
    ▪ Diverse sophomores or those 2 years out from graduation
• Students interested in accounting, other business majors or are an undeclared major
  o Shadowing and Rotational internship
  o Through the launch internship— you will learn:
    ▪ How the world of professional services can Launch you into a career full of opportunity
    ▪ How to successfully navigate the college experience
    ▪ Keys to achieving academic excellence
  o When to apply
    ▪ Deadline: March 7th at career services

• E&Y Summer Internship
  o Includes Orientation and Training
  o You will actually become a tax/audit staff intern
  o Will be paired up with a peer mentor, professional mentor (usually a manager), and a partner mentor as well.
  o Intern family
  o Client experiences
  o Networking socials
  o Corporate responsibility project
  o International Intern Leadership Conference in Orlando, Florida
  o Global Student Exchange Program (GSE)
    ▪ An International internship program for students who have accepted an E&Y internship offer from one of our US offices
    ▪ Host cities are located around the world
    ▪ Flights, housing and work visa costs paid for by E&Y
  o The only thing that is not real is you don’t have to get lunch for people if you are a intern staff working on real clients and real audits/tax unless you are brand new person on the first day

• Global Mobility
  o Global Exchange Program
    ▪ 18 month rotation
    ▪ Fill each year through 2 busy seasons
    ▪ Last year, countries included: UK, Netherlands, and Germany
  o Resource Sharing Program
    ▪ 3-6 months in international office
    ▪ Assist with one busy season
    ▪ Australia and New Zealand
• San Diego is located in the lower corner of US so there are no major BIG companies, but there are a few. There are a few small companies that are growing into BIGGER companies, doing BIGGER things becoming a successful company. SO it is a great experience and great for your resume

• E&Y Application Timeline
  o Seniors and Graduates should apply for Full-time
  o Juniors – Summer Internship
  o Freshman and sophomores should apply for LAUNCH or leadership program.

• Stay connected – like our Facebook page!

• “The exceptional Ernst and Young experiences lasts a lifetime – no matter when you join us or how long you stay”

• 90% of the top 5% people went into public accounting

• You are randomly plugged in when you first start in terms of scheduling