Presenters:
Michelle Cacho (Campus Recruiting/HR Manager)
Ryan Spencer (Audit Partner)
Garret Mcbride (Audit Manager)
Nikki Anderson (Audit Senior Associate)
Paul Lipcius (Audit Senior Associate)
Nick Valenzuela (Risk Assurance Associate)
Summer Grant (Campus Recruiting Associate)

Goal
Understand the different career opportunities at PwC

About PwC
- Purpose: Building trust in our society
  - Provide assurance, advisory, and tax services for 95% of the Fortune 500 companies
  - Giving back is important at PwC
- Have locations all over the country
  - Different offices have different emphasis/target markets
  - Offices are organized based on client potential
- Named one of Fortune magazine’s 100 best companies to work for since 2005
- Reputation in top training

SoCal/Phoenix/Las Vegas Market
- San Diego, Los Angeles, Orange County, Phoenix, Las Vegas
- San Diego office serves tech, life science, aerospace, and defense market sectors

Lines of Service
- Assurance
  - Risk assurance
    - main recruit in San Diego office
    - fastest growing area; especially in cyber security/privacy
    - includes third party assurance, internal audit, and risk compliance…
    - rotational program within PwC
  - External audit
Meeting Minutes
PwC
September 15, 2015

- main recruit in San Diego office
  - Transaction services
  - Capital markets and accounting advisory services
  - Valuations
  - Provide guidance to clients to make sure standards are met
  - Have to be informed about changes and regulations
- Tax (main recruit in San Diego)
  - Start in general tax but have the opportunity to move to one of the ten tax specialty groups
    - International
    - SALT - compliance with state and local tax rules
    - Transfer pricing
    - Mergers and acquisitions
    - Tax projects delivery
    - Washington national tax service
    - Global human resources services
    - International assignment services
    - Industry tax practices
    - Tax reporting and strategy
- Advisory (Not highly emphasized in San Diego office)

Recruiting
- Campus interviews are on Oct 12th
- Create a talent profile in PwC system. Reference posted jobs on SDSU’s Career Services page for links to apply.
- Stay connected with PwC staff!

PwC Challenge at SDSU
- Target sophomores and juniors
- pwc.com/challenge
- Case competition
- Connect with mentors

Important Dates
- PwC office hours: 12pm-2pm (sept 25)
- Challenge rally event 3-4pm
- Meet the Firms (oct 2) 3-6pm
- On campus interview (oct 12) 8am-5pm
- Office interviews (oct 23 & 26) 9am-5pm
Questions:

Do clients come to you? (Assurance)
Mostly, they first reach out to partners/senior manager. 90% of the time, work’s done at the client site.

How long does it take for someone to be able to chose a tax specialty group?
It is different for each individual - mostly at a senior associate level, but if someone expresses a strong desire, they will have the opportunity to.

Assurance vs. Tax?
Around 220 in general- 100 core assurance, 50 tax, 50 advisory
Numbers change depending on transfers