Presenters:
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Presentation:
Who is E&Y?
- Global leader in assurance, tax, transactions and advisory services
- Big 4 Accounting Firm ($22.9B in revenue, more than 640 locations in 140 countries)
- 12 years on Fortune’s “100 Best Companies to Work For” list

What they do:
- Advisory – IT Risk & Assurance, Performance Improvement, Risk
- Assurance – External Audit, Fraud Investigations & Dispute Services
- Tax – Advisory, reporting and operations
- Transactions – Helping clients evaluate, plan and execute transactions
- Specialty Sub-Service Lines – Including the Financial Services Office

Tips for success during your first busy season:
- Setting expectations for yourself
- Communications – etiquette & casual conversation with one’s network (sports, weather)
- Managing your time – list of priorities
- Having the right attitude
- The importance of teamwork

What is “busy season”?
- Advisory busy season: October – November
- Assurance busy season: January – March
- Tax busy season: January – April

Setting Expectations
- No more 8 hour workdays – due to filing deadlines, there is a short amount of time to complete the work required
- Building relationships with your team and client – first impressions are important
- Work with your senior to define responsibilities – ownership of work & help others

Communication etiquette:
- When speaking with your client
  - Establish a communication protocol – different protocols per client (specificity)
Meet at convenient times for the client
Always ‘leave the door open’ for follow-up questions
Face-to-face communication is more effective than email

Tips for leaving voicemails
- Leave full name
- Leave full telephone number
- Annunciate, “keep it brief” – text if urgent
- Maintain professional behavior – “as to the point, as possible”

Know your “netiquette”
- Only communicate what you would feel comfortable saying in person
- Spell-check!
- Don’t use all lowercase or all CAPS (lowercase is sloppy, CAPS mean you’re shouting)
- Be careful with smileys & other “fun stuff”

Manage your own time:
- Nobody is going to do it for you – must prioritize responsibilities
- Academia revolves around deadlines – no more ‘make-ups’ in the business world
- As you progress, you will have more freedom (and responsibly) – must balance

Right attitude as a main success factor:
- Sets great staff apart
- Not about being smarter or working later
- About, ‘How can I help?’
- Success requires time & effort

It’s all about “Teamwork”!
- Being a team player is critical
  - Must know how to:
    - Work with others
    - Understand different communication styles
    - Work with different personality types
- Only through group effort can the team’s objectives be achieved – everyone needs help
- Your team’s accomplishments will only compliment your own – must add value

Presenter Pointers:
- Recruiting & networking – starts HERE – important to be here to launch your career
- Seize all opportunities – the more clients, the more experience & knowledge
- Be prepared to work 55-60 hours per week (10-12 hour work days) during busy season
- Partners & team members are understanding of family situations (a core value of E&Y)
Meeting Minutes
Ernst & Young
September 4, 2012

- E&Y looks to develop you as an individual – communication is paramount
- Must take ownership of your work – can teach accounting, work ethic cannot be taught

Question & Answer:

Q: How did you apply your networking skills through your college experience?
A: Had a study group, split up work, taught each other things, worked on projects together; leverage the skillset of your peers
A: Rearranging your schedule – must make it work – communication in the classroom

Q: cell phone use policy?
A: tax, in the office a lot, friends are with you – sr managers or partners are out of office – step into their office and talk (business environment)
A: be mindful of deadlines, prioritize calls (only take urgent calls) & texts – judgment
A: clients are in the office, be mindful
A: cell phones as a lifeline to clients

Q: what are the advantages of working additional busy seasons
A: like “building a resume” – busy seasons with different clients as a builder -- experience

Q: what is the benefit of a rotations?
A: great for building resume, may be able to get early promotion (TAZ)
A: proactivity is linked to happiness
A: diversified staff (had general ed. & rotation – helped her experience a new avenue that she now loves)
A: assurance – can work in different industries (tech, real estate, SD – tech and biotech, Bay Area – tech) – will be exposed to a lot – can request to go to a different industry – try to get you specialized – take as many opportunities as you can get – may be the best experience – be open to new experiences – give it a thought

Manage your own time (make lists, don’t answer emails for the first hour, use first hour to accomplish major tasks, emails can wait – will call if urgent)

- Deadlines – must be met at all costs (must work 17 hours if needed) – plan accordingly

Get started with the right attitude – it’s the main success factor
- Great attitude & helpful, how can you make sr’s lives easier, volunteering for work
- They remember who helped them directly – makes a difference – building a relationship

It’s all about teamwork -- be a team player – establish a good reputation off the bat (first impressions are everything)
Learn how to present -- going to have to do it

Career service opportunities – can get yourself taped & get it sent to you & critique yourself
Will be asked for feedback all the time,
Don’t be intimidated

Q & A
Q: if you want to travel or work abroad (east coast) is it possible to transfers
A: rotation programs for international (transferring possible – not the most favorable thing) – can
be accommodating, talk to the right people, have the right reasons – be patient – opening must
occur
A: need to have something to offer if you want to go international – application process
A: global firm & family

Q: Does E&Y offer internships?
A: Summer of 2013 internships, go to Meet the Firms – First, must submit Resume for firms
(then office tour after Meet the Firms) – offers come in early January

Q: Is transferring from different offices helpful?
A: One partner said, yes, it was. However, another said knowing clients and building
relationships helped promote him to partner faster

Q: Internship program info & academics?
A: Looking for interns that will have more than 1 semester left, use interns as ambassadors on
campus (and other logistical reasons) – would have to graduate later than Spring
A: Full time hire starts in Fall of 2014 (October) can apply for full time if graduating in
December 2012 – utilize SDSU’s Career Services!

Q: Does E&Y assist in paying for the CPA exam?
A: They pay for everything & all fees (application fee, education, four exam portions, licensure
fees, and more)
A: They will also pay for your membership to join CalCPA and continued education
A: If you pass within the first year, 5k bonus; 3k bonus for 2nd year – incentive to be certified