



SDSU Student Accounting Society

Meeting Minutes: Quantax

“Transition from School to Work and the Importance of an Internship”

October 29, 2018

Presenters:

Lisa Niemann President and Founder
Alex Rivera Staff Accountant
Sam Niemann Current intern (finance management)

Presentation:

- Quantax background
 - Small tax firm in San Marcos
 - Give an overall holistic approach to finances for individuals
 - Professional corporation
- About Lisa
 - CPA licensed
 - 1994 graduate of Northern Illinois University with BS accounting
 - Started business in 1998
 - 2013: started Quantax, Inc. to expand business
 - Healthcare team, specialized in tax
 - Worked in multiple states and got exposure to different industries and locations
 - Grown to what it is today by word of mouth and nice military market
 - 10-20% growth rate since its beginning
- About Alex
 - Graduated and transferred from MCC in 2011
 - 2014: graduated from CSUSM with B.S. Accounting
 - 2016 first tax season at Quantax
 - Currently studying for the CPA exam
 - Went through recruiting season and didn't get any offers at first
 - Fixed his resume and went to small firms handing them out
- Sam (current intern)
 - Point of contact for interns
 - Not an accounting major, more finance focused
 - Yolanda also interned for Quantax last spring and summer
- How to build your career (college student/intern)
 - Small firms aren't for everyone
 - Lisa wasn't fit for Big 6 firms
 - Felt she had a limited career path because of her growing family

- Lisa's advice: think about what you want today (maybe you feel you can handle Big 4 environment, or maybe you'd rather be involved in more in depth accounting projects at smaller firms)
 - Small firms need more help from staff
 - Less room for growth at small firms
- Spend time thinking about what you want in your career
 - 20 year old you is different from 30 year old you and different from 40 year old you
 - You can go private or public with accounting and change throughout your career
 - Lots of options for accounting majors
 - Always going to be accounting jobs
- What are small firms looking for?
 - Job experience
 - Doesn't have to be accounting related (can be retail, food, etc.)
 - Office experience
 - More business related
 - Internship experience
 - Quantax takes 3-4 tax interns in the Spring
 - Good to have at least 2 internships to see what type of accounting you like most (ex: tax vs. audit internships, private vs. public internships)
 - Professional internships (like SAS) and other organizations
 - Communication skills
 - Being able to keep a conversation going and be interesting
 - Quantax recommends putting hobbies on your resume
 - Interesting/unique experiences such as study abroad
- Find a mentor to guide you throughout your college to career transition
- Develop professional connections and work to maintain connections
 - Example: doing outside activities with fellow interns during your internship
 - Keep those relationships going so you have continuous accounting resources and network
 - Networking isn't just going to Meet The Firms
 - Maintain relationships with accounting classmates because you'll all be in the working world soon and will most likely be working in the same city/know the same people
- More info about Internship Program
 - Paid internship
 - Hire around 3-6 interns every spring
 - Bulk of work is tax, not audit
 - Still accepting applications but submit them soon
 - Interviews are this week!
 - Internship program is to help build what you don't learn in the classroom

- Ex: you get to learn how to talk to clients and work under busy season deadlines
- Runs from beginning of January to the end of April
- Most interns stay longer than tax season, like Yolanda
- Full time opportunities after internship (but not every intern)
- Unofficial transcript, cover letter, and resume to apply for internship
- Very flexible with interns and their class schedules
- Overall application suggestions
 - Use Cover Letter if you're applying to Quantax
 - Lisa won't even go through your application if you don't have a cover letter
 - Double check firm names when writing your cover letters!
 - Tailor your cover letter to Quantax ad and use keywords specific to Quantax
 - Be concise
 - Do your research on Quantax and its corporate culture
 - Keep resume conservative (no flashy or bright colors and designs)
- During the interview suggestions
 - Ask thought provoking questions
 - Ex: What's one thing you don't like about tax season? What's an average day like at Quantax?
 - Helps you get through the filtering process and gets you the phone interview
 - Be able to say what you did in your experience and describe it clearly
 - After phone interview, in office interview
 - Have references and unofficial transcripts on hand
- After the interview
 - Send thank you emails, collect business cards if you have interview in person
 - Keep your social media clean
 - You're being evaluated every step of the interview process
 - Withdraw your application if you've decided to intern or work for another company
 - REPLY if you get an offer and don't choose to accept
 - Send an email/call thanking them for the opportunity but you've decided to intern elsewhere

Questions:

- Where can we submit applications?
 - Email Quantax, reach out to Sam, or submit through Aztec Career Connection
- How do you recommend following up?
 - Follow up after networking events like MTF
- How do you follow up after applying for the job?

- Follow up to check on application because it shows you're interested in the position
- Is previous office experience required for the internship?
 - Not required
 - Looking for interns with good written and oral communication
 - Highlight your skills and how they apply to the firm in your cover letter
- Do Spring Leadership programs count towards experience in application to Quantax?
 - Wouldn't have really helped, because SLPs are geared more towards larger firms