

The Ins and Outs of Wall Street

Marquette alumni on Wall Street share knowledge with students

For the past few years, business school faculty and alumni have worked extremely hard to showcase Marquette's brightest students to Wall Street firms that have not traditionally looked to the university to fill their incoming analyst classes.

We're thrilled to say that the effort has paid off. Since 2005, 20 percent of Marquette's Applied Investment Management graduates have been hired into the most prestigious analyst programs in the world, including Banc of America Securities, Citi, Goldman Sachs, J.P. Morgan and Morgan Stanley.

The *Ins and Outs of Wall Street* is a program designed to increase the awareness of opportunities for Marquette graduates and prepare them for the rigorous recruiting process as they pursue careers on Wall Street.

More than 75 students interested in Wall Street careers spent Saturday, April 12 learning from Marquette alumni. Hosted jointly by the Finance Department and AIM, *The Ins and Outs of Wall Street* gave students of all grade levels from all colleges an in-depth overview of what it's like to work for some of the Street's most prestigious firms.

The session was broken into two parts. The morning session provided an overview of the various departments of a typical Wall Street firm and the key responsibilities an entry-level analyst has. Students then chose from five breakout sessions in which they could learn more about specific functional areas and associated career paths.

The afternoon session focused on the practical topics of recruiting basics, proper follow-up, interview attire and etiquette, and resume writing targeted at entry-level roles.

The day's presentations concluded with two-on-one mock interviews in which students watched how a Wall Street interview might unfold. After each one, students and alumni critiqued the interview and made suggestions about how to handle the most difficult questions.



Ben Somers and Marquette students network after the formal presentations.

Alumni and students had time to network over lunch and after the sessions.

"From our perspective in the finance department, *The Ins and Outs of Wall Street* was a major success for Marquette and the College of Business Administration," said Dr. Sarah Peck, chair of the finance department. "In addition to highlighting the success that our alumni have had in careers on Wall Street, which serves as an example for our current students, the program shows our alumni's dedication to ensuring that Marquette students are provided the best opportunity for success in highly coveted roles."

"The finance department and the AIM program would like to thank these dedicated alumni for their vision in helping make *The Ins and Outs of Wall Street* a reality for our current students," said Dr. David Krause, head of the AIM program. "We certainly look forward to this event again next year and hope to see even more Marquette alumni and students in attendance."

Marquette alumni participating in the program included:

Banc of America/U.S. Trust:
Charles Holznecht, Tom Kruse and Dan Williams

Citi: Adam Bordner

Goldman Sachs: Mike Rems

Morgan Stanley:
Ashley Beckner and Steve Holtkamp

RBS: Brandon Giles

Silver Lake: Sarah Somers

Stark Investments: Ben Somers

UBP Asset Management:
Matt Bruno

How can you help?

If you are an alumnus or alumna working for a Wall Street firm, we'd love your help with building this program. Please contact Sarah Peck, chair of Marquette's finance department, at 414-288-1461, if you are able to:

- Act as mentor/liason for a current student
- Liaise with your HR/recruiting department to ensure that our top candidates are on the recruiting radar screen within your organization
- Get involved with the New York-based alumni who are helping to lead this charge



MARQUETTE
UNIVERSITY