

Hi there!

A Special Finance Society Presentation

Learn it.

Know it.

Live it.

Stay in school

- What I did at UMass
 - Slept little
 - Clubs
 - FS
 - Investment Club
 - Undergraduate Economics Club
 - Student Advisory Board
 - Talk to professors, alums
 - GPA > 3.5

School's for fools

- What I did not at UMass

- Work related:

- Freshmen year: Broker internship
 - Sophomore year: Caddie
 - Junior year: Piper Jaffray
 - Senior year: Live it up

- Non-work related

- Read a lot.
 - Listened to music
 - Played chess, racquetball, squash

Lessons learned from banking

- Establish your own set of standards, and hold yourself to them
- Take notes – you can't remember everything
- Figure it out yourself, then ask for help
- Understand what you're doing
 - It's OK to ~~be~~ feel like an idiot
 - Admit if you don't understand, and then find the answer
- Double check your work
 - E-mails, letters, resume, ATTACHMENTS!!!

What should you do?

- Be polite, friendly, honest
- Speak clearly, confidently, then shut up
- Do whatever you do, well
- Assume it's always your fault - Rule #76: No excuses, play like a champion
- Don't try to impress anyone, be humble
- Know yourself (not too sure about this one)
- Drive at 90mph, and buckle up (metaphorically, of course)
- Read.
- A lot.
- I don't care what you read.
- But read the Journal.
- If you're a "man," read the Economist.



ACHIEVEMENT

YOU CAN DO ANYTHING YOU SET YOUR MIND TO WHEN YOU HAVE VISION,
DETERMINATION, AND AN ENDLESS SUPPLY OF EXPENDABLE LABOR.