



SDSU Student Accounting Society

Meeting Minutes: Grant Thornton

February 12, 2018

Presenters:

Elana Popp	University recruiter (Audit and Tax)	
Kevin Dougherty	Tax manager, 7 years	
Mark Kiefer	Senior Audit associate, 4 years	SDSU Alumni
Elizabeth Hone	Senior Audit Associate, 4 years (from DC)	
Diane Laird	Audit Associate, 2 years (from Ft. Lauderdale)	

Presentation:

We are where you are

- Over 700 offices worldwide
- Opportunity to transfer
- Close to 50,000 employees worldwide
- Close to \$5 Billion in global revenue
- Opportunities domestically and internationally
- Offers a feeling of one firm and one culture
- After about 3 years, international opportunities start to open up

Professional services

- Partnerships
- LLC
- Tax
 - o Financial statements
 - o Federal tax services
 - o International
 - o State and local
 - o Human capital
- Audit
 - o Financial statement audits
 - o Examinations and review
 - o Revenue recognition
 - o Leases are changing so customers are having a hard time
- San Diego
 - o Industries served:
 - Nonprofits, life sciences, manufacturing companies, financial services, R&D, technology, etc.

- Mid-sized firm means more variety in industries served
 - Fulfilling to help small companies grow
 - IPOs mostly located in Los Angeles
- Advisory mostly offered through audit and tax
 - Risk advisory
 - Business consulting
- Russell 2000 clients are their bread and butter
 - Innovative clients that partake in many mergers and acquisition
- Who are our clients? How can we cater to them?
 - Golf client: Rickie Fowler just signed a 5-year contract

Guide to Networking

- How to own your networking events
 1. What is networking?
 2. Why is it important to you?
 3. How to work the room and who to target
 4. Network everywhere you go!

What is Networking?

- The marketing of yourself
- The process of building and cultivating relations
- “Your network is really your net worth. You can have multiple degrees and great talents, but if people don’t know you exist, they won’t get you very far. Put yourself out there to meet those who will bring out your maximum potential and make the right connections for you.”
- Networking can happen anywhere, even during an Uber ride

Why should you care about networking?

- You are creating opportunities for yourself
- Personal development
- Raise your profile
- Strengthen existing relationships
- Build and keep relationships with classmates
 - They can help you get a job
- Be a resource for others
- Share ideas, advice, and support
- Gain industry knowledge

Start with who you know

- People you don’t know
- People you know

Stages of Networking

- Before
 - Research firms
 - Update resume
 - Dress accordingly
- During

- Elevator pitch
- Talk with more than one professional per firm
- Make a Great impression
- After
 - Reflect on key points from your conversations
 - Send a follow-up email as a conversation refresher
 - Personalize your follow-up
 - Try to stand out
 - Think about who you met
 - Take descriptive notes so you can make a connection right away

Work the room

1. Introduce yourself to the group when there's a pause
 - Don't interrupt, just wait, be polite
2. Learn about the other people in the group
3. Find common ground
 - a. Explain your agenda, what you're trying to do
 - b. Discuss current events
 - c. Ask open-ended questions
4. Repeat

Network everywhere you go!

- School
 - Class presentations
 - Professional events
 - Get to know professionals
 - Be conversational and comfortable
 - Career services center
- Firms
 - Internships
 - Office visits
- Other opportunities

Networking activity: Elevator Pitch

- Include these items in your pitch:
 1. Who you are
 2. What you do
 3. What your objective is
- An Orange County employee was in audit for 5 years then changed to tax

Upcoming events and reminders

- Spring Leadership Connection on February 16
- Deadline to apply for Summer Leadership Program is on February 18 at 11:59pm
 - Apply at Aztec Career Connection
 - And on the Grant Thornton website

Our summer leadership program

- Local day

- Los Angeles: June 22
- Orange County and San Diego: July 9
- West region program
 - Hosted in San Diego: July 30
 - August 2-4

Recruiter contact information

- Elana Popp
- University recruiter
- Orange County and San Diego, Audit and Tax
- Elana.popp@us.gt.com
- (949)608-5263

Questions:

How do you figure out which company that you would fit best, like culture-wise?

- Talk to as many professionals at a firm as possible to see if you like them
- Find out who you would get along with
- Use office visits to see how the firm is set up and how employees interact with each other in a regular working environment
- There are different sized offices, so get to know many professionals to see who you would want to work with, they may become your boss, so you should like them