2017-2018 Executive Board

- **Co-Presidents**: Sierra Denesevich & Ryan Zinsky
- **Vice President**: Marion Miller
- **Treasurer**: Michael (“Misha”) Nehring
- **Co-Directors of SMF**: Karn Dalal & Joseph Acoury
- **Director of Alumni Relations**: Simmi Sharma
- **Director of Bender Trust**: Paul Chamesian
- **Director of Communications**: Brittany Burns
- **Director of Marketing**: Tanvi Parikh
- **Editor in Chief of LIBOR Financial**: Chris Kapasakis
About LIBOR
LIBOR Overview

- Our goal: to help students earn internships and jobs in the “front office” of an investment bank, or in comparable finance roles

- Examples of firms with LIBOR alumni

- Bank of America
- Deutsche Bank
- Goldman Sachs
- BARCLAYS
- J.P. Morgan
- Jefferies
- Citi
- RBC
- Morgan Stanley
- CREDIT SUISSE
- UBS
Our Meetings

- Weekly guest speakers
  - Successful Rutgers alumni on Wall Street
  - Variety of firms looking for top Rutgers students

- Workshops
  - Teach-in sessions hosted by finance professionals/MBA professors (NEW)
  - Resume writing
  - Networking
  - Mock interviews
  - Financial modeling

- Events
  - LIBOR Finance Summit
LIBOR Financial Newsletter

- A weekly email publication written and designed by LIBOR members discussing recent news in financial markets (and highlighting LIBOR events)
- Columns include: Dealbook, Technology, US Economics, Other Developed Economies, Emerging Markets, and Healthcare
- Looking for members who are well-written, interested in financial markets, and looking to stay up-to-date on current events
- **Application deadline:** 11:59 PM Sunday, September 17th
LIBOR Bender Trust Project

- Open to all members – opportunity to learn about the type of work in equity research and asset management
- Students split into groups and are assigned a public company to research
- Each group will write a report and present a recommendation to buy or sell the company’s stock
- Final presentations will be made to a Senior Portfolio Manager at Neuberger Berman
- Introductory meeting held next week (date TBD)
Rutgers Student Managed Fund

- Active fund managing ~$120,000 of alumni capital
- Opportunity for students to learn and analyze companies using qualitative/quantitative analysis
- Equity research teams distinguished by sectors
  - Consumer; Industrials; Technology, Media & Telecom, etc.

What you will learn:
- Stock Selection
- Accounting
- Excel & PowerPoint Skills
- Valuation / Modeling
- “Technicalities” for interviewing
- Writing Skills

Applications will open up shortly
- Await email from LIBOR regarding details and deadlines
Student Managed Fund Interview

- Know your resume
  - “Tell me about yourself”
  - Past experiences
- Why are you a valuable addition to SMF
- Come prepared with a stock pitch
  - Know company details
  - Why you think the company is a BUY (avoid hold or sell/short)
- Know news and current events
- Know additional information – impress us
  - Accounting knowledge, etc.
Rutgers Road to Wall Street Program

- Selective program designed to prepare current sophomores (New Brunswick and Newark) for competitive careers in finance

**Program Highlights:**

- Road to Wall Street Financial Modeling & Market Analytics Course
  - Mandatory 3 credit course taught in the spring by a finance professional
- Alumni Mentor Match
  - Pairing with a current Rutgers alumni who works on Wall Street
- Wall Street Seminars
  - Taught by current upperclassmen and will be held in the fall semester
- One-On-One Counseling
  - Access to the Director of the Road to Wall Street program
Rutgers Road to Wall Street Application

- **Deadline: September 25th** – rising sophomores only, minimum GPA: 3.3
- October 2nd: Qualified students are notified to sign up for an interview slot
- October 7th: Mentor interviews take place
- October 20th: Notification of acceptance into program
- November 3rd: Fall seminars begin
  - Friday afternoons 3:00 – 5:00 PM

- **Apply via CareerKnight** – Job ID# 97501
- Contact Kevin.Cuskley@rutgers.edu with questions
LIBOR Finance Summit

- Spring event held in New York City for Rutgers alumni and students
- Opportunity to network with 300+ alumni following a panel discussion with Wall Street professionals
- This year: 25th anniversary
Meeting Details

Meetings Logistics
- Wednesdays at 9:30 PM in Tillett Hall Room 116
- Expect several meetings during other days/times this semester
- Please check your email regularly for updates regarding date/time

Dress Code
- If we have a guest speaker, business casual is mandatory
- If we do NOT have a guest speaker, casual clothes are fine
- For events (i.e., Finance Summit) business professional is required
- If you are not sure… ASK or check our Facebook group/emails
Basics of Business Casual

Men
- Dark or khaki slacks (no jeans), with crease
- Ironed button-down shirt, best in conservative colors
- Ties and jackets are not necessary
- Leather belt and shoes (colors should match)
- Socks should be the same color as pants, NOT shoes

Women
- More freedom of expression
- Conservative slacks or skirt with ironed blouse, or dress
- Always have a cardigan or jacket
- Short heels (3” or less) or flats are acceptable
- When in doubt, choose the conservative option for dress, hair, jewelry, makeup, etc.
Guest Speaker Etiquette

- Try not to come late and do NOT leave early
- Phones must be silent/off during meetings (NOT vibrate)
- Stay attentive during the meetings
  - No texting/side conversation, keep strong eye contact
- Come prepared with notepad, pen, and maybe a resume

Post-Meeting Etiquette

- Be professional and courteous
- Introduce yourself and shake hands
- Have a reason to speak with them, rather than just saying “hi”
- Do NOT bring business cards and do not hand out your resume unless you are asked to
- If you ask for contact information, make sure to email them a thank you note by the next day
Q&A Etiquette

- Ask **relevant** questions
  - Prepare and research speakers beforehand
  - “Hello, my name is [name], and I am a [year]. My question is…”

Inappropriate / Poor Questions:

- “How much do you make?”
- "So what exactly is investment banking"
- “What should I invest in?”
- “What's (insert firm name here)?”
- “How do you manage dating and work?”
- “Is it true only straight white males succeed?”
- “So I hear that in IB people drink/party a lot, is that true?”
- “If I hustled hard can I become an MD super fast?”

Overall Topics to Be Careful Of:

- Bad press
- Politics
- Race/gender
- Ethics
- Personal lives
Next Meeting

- Deutsche Bank
  - Global Markets (Sales & Trading) Division
  - 7:00 PM Monday, September 18th
  - Rutgers Business School Room 3085
Wall Street Overview
Investment Banking Overview

- **Bulge Bracket**
  - Goldman Sachs
  - Morgan Stanley
  - JP Morgan
  - Barclays
  - Bank of America
  - Citi
  - Credit Suisse
  - Deutsche Bank
  - UBS

- **Middle Market / Boutiques**
  - Lazard
  - Moelis
  - Evercore Partners
  - Greenhill
  - Blackstone Group
  - Jefferies
# Front Office Roles

<table>
<thead>
<tr>
<th>Role</th>
<th>Description</th>
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<tbody>
<tr>
<td>Investment Banking</td>
<td>• Two main functions that serve corporations and governments</td>
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<td>- Raising Capital: Equity (issue stocks), Debt (issue bonds), Bank Financing</td>
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<td>(Term, Bridge, Revolver, etc.)</td>
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<td></td>
<td>- Strategic Advisory: M&amp;A, Financing Alternatives</td>
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<td></td>
<td>• Industry &amp; Product Coverage Groups</td>
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<td></td>
<td>- Industry: Technology, Healthcare, Financial Institutions, etc.</td>
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<td>- Product: M&amp;A, Leveraged Finance, etc.</td>
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<td>Sales &amp; Trading</td>
<td><strong>Sales:</strong></td>
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<td>• Serve as a hub of information</td>
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<td>• Provide color to clients and co-workers on the floor</td>
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<td>• Pitch investment ideas to clients</td>
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<td><strong>Trading:</strong></td>
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<td>• Manage a portfolio and are active in risk mgmt.</td>
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<td>• Make markets (agency trading)</td>
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<td>- Provide liquidity</td>
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<td>- Take the other side of trades</td>
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<td>Equity &amp; Fixed Income Research</td>
<td>• Produce sell-side reports and issue a recommendation (buy, hold, or sell)</td>
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<td>• Clients include: Asset managers, Portfolio managers, Hedge fund managers</td>
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<td>Asset Management</td>
<td>• Invest clients’ pooled fund into securities</td>
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<td>• Provide investors with more diversification/investing options than they</td>
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<td>would have alone</td>
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<td></td>
<td>• Mutual funds, hedge funds, and pension plans are all run by asset</td>
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<td>management companies</td>
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What To Do Now

- Follow world and market news (WSJ, CNBC, Bloomberg, The Economist, Financial Times)
- Subscribe to daily emails (Morning Brew, The Daily Shot, The Skimm, WSJ email subscriptions, Bloomberg email subscriptions)
- Formulate your own opinions on current markets, economy, etc.
- Follow a set of companies that interest you
- Figure out which jobs interest you and why
- Meet with E-Board members
- Maintain a **high** GPA
- Ask questions and network!
Seniors

- **Goal**: find a full-time job for post-graduation
- Email resumes to E-Board *now* if you want comments
- Ask for the interview guides, print them out, and take them with you everywhere
- Dry clean your suit
- Keep up on news (Bloomberg, Dealbook, WSJ, FT, CNBC, etc.)

**Now:**
- Resume done and reviewed, apply for interviews, check CareerKnight daily, attend all information sessions
- Get to E-board with questions, or to set up mock interviews

**Late-September:**
- Applications for all bulge brackets done, continue applying for anything you qualify for on CareerKnight
- Be prepared for interviews

**Early-October:**
- Applications done, keep checking CareerKnight
- Interviews will be starting
Juniors

- **Goal:** land a front-office internship at a well-known firm
  - GS, JPM, MS, Citi, CS, DB, Barclays, BAML, UBS, Moelis, Evercore, etc.

- **Summer:**
  - Pull your resume together and get E-Board to review it
  - Continue networking with Rutgers alumni
  - Study for interviews and apply to bulge bracket banks

- **Early-September:**
  - Continue interviewing – offers should begin to come out around then

- **Mid-October:**
  - Sign up for all interviews you qualify for on CareerKnight
  - Keep interviewing and looking for opportunities

- **September – December:**
  - Interviewing season, timeline is earlier than previous years

- **Look to sign up for Investment Banking Analysis with Professor Longo!**
Sophomores

- **Goal:** to get an internship with a recognizable company
- Sophomore/diversity programs at bulge bracket banks are the most competitive

**Sophomore Summer Programs**
- Paid 10-week programs during the summer between sophomore and junior year
- Typical intern class holds 10-30 students
- Direct feeder to the junior Summer Analyst program – easiest way in
- Firms with sophomore programs include: GS, DB, JPM, MS, Barclays, Citi, UBS, CS
- Applications due September – November

- **Participate in the Bender Trust Project, SMF, LIBOR Financial**
- **Apply to the Road to Wall Street Program**
- Get involved in other organizations at Rutgers
- Participate in case competitions
Freshmen

- **Goal:** to get any internship
  - Check CareerKnight, although opportunities may be limited
  - Cold email firms / be willing to work unpaid
  - Leverage anyone in your network, including friends and family
- Create a “professional resume”
  - Visit Career Services for assistance or ask E-Board
  - Look for opportunities to get college activities on your resume
    - Remove high school activities as soon as possible
  - Join all organizations that interest you
    - Start now, so that by sophomore/junior year you will be in leadership positions
- Follow standard Investment Banking Intern resume format found on [mergersandinquisitions.com](http://mergersandinquisitions.com)
- Read Vault guides, determine what industry interests you most
- Obtain a subscription to the Wall Street Journal (free for RBS students)
- Reaching out to alumni now will pay dividends in the future, no one expects to hear from freshmen
Contact Us

- Website: [www.rulibor.com](http://www.rulibor.com)
  - Sign up to receive our e-mails under “Connect With Us”
    - Announcements/meeting logistics will be emailed to you
- Email: [rulibor@gmail.com](mailto:rulibor@gmail.com)
- Facebook: [www.facebook.com/groups/rulibor](http://www.facebook.com/groups/rulibor)
Questions?