LIBOR

Little Investment Bankers of Rutgers

LIBOR Fall Kickoff Meeting

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

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

INVOLVEMENT OPPORTUNITIES

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
  - "Technicals" 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

LIBOR Meetings

Meeting Details

- Meetings Logistics
  - Wednesdays at 9:30 PM in Tillett Hall Room116
  - 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:

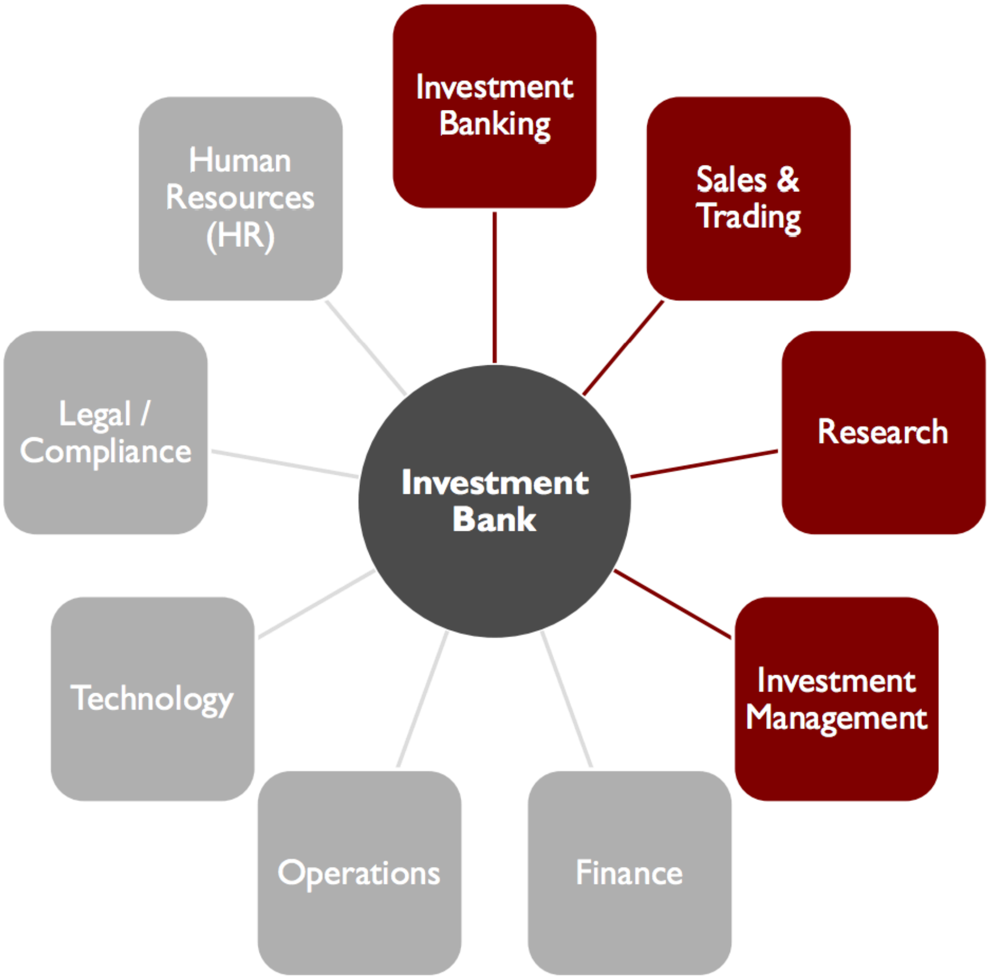
- Bad press
- Politics
- Race/gender
- Ethics
- Personal lives

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

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

NEXT STEPS

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**: <u>to get an internship with a recognizable company</u>
- 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
- 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
  - Sign up to receive our e-mails under "Connect With Us"
    - Announcements/meeting logistics will be emailed to you
- Email: rulibor@gmail.com
- Facebook: www.facebook.com/groups/rulibor

Questions?