

Welcome to the Finance Club Kick Off Meeting!

Join the team:

- Slack channel: **#finance-club**
- Campus Group: **Finance Club**

Attend our next club meeting: **Mon 09 Sep 6:30pm room 4430**

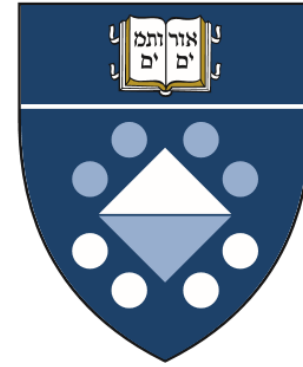
Say hi at the Consulting & Finance Closing Bell: **Thu 12 Sep 5:30pm**



**YALE
SOM**
Finance Club



Yale SCHOOL OF MANAGEMENT
Student Organizations



**YALE
SOM**
Finance Club

Finance Club Kick Off Meeting

Introduction to Investment Banking and the Finance Club

September 04 2019



Yale SCHOOL OF MANAGEMENT
Student Organizations

Quick introduction



Zac Charlton
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Jon Ormaechea
Vice President
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Rachel Greinetz
Treasurer
Citi, Consumer
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Agenda

- Finance Club
- Introduction to Investment Banking
- Recruiting Process
- Student Panel



What is the Finance Club?

- **Objective:** to help students develop and learn the knowledge and skills that support a career in finance, whilst fostering and enhancing the SOM finance community
- **Additional:** to act as an complementary resource to SOM CDO
 - Resume and cover letters
 - Story development
 - Firm primers and insights
 - Technical and behavioral preparation
 - Market information resources
 - Preparation for informational interviews and Superweek
 - Navigating early process/offers
 - Honest feedback and coaching



What is an Investment Bank?



What is an Investment Bank?

What my family thinks we do:



What is an Investment Bank?

What consultants think we do:



What is an Investment Bank?

- Investment banks advise clients on transactions:
 - M&A Advisory:
 - Acquisitions, mergers, joint ventures
 - Corporate restructurings
 - Recapitalizations, spin-offs, divestitures, leveraged buyouts
 - Takeover defenses, shareholder relations
 - Financing:
 - Originate, structure and execute equity offerings, debt issuances and derivative products
- Boutique firms often focus exclusively on M&A advisory & restructuring
 - Applicants should research each firm prior to the corporate presentation



How are Banks structured?

Common Bank Groups

Industry / Coverage

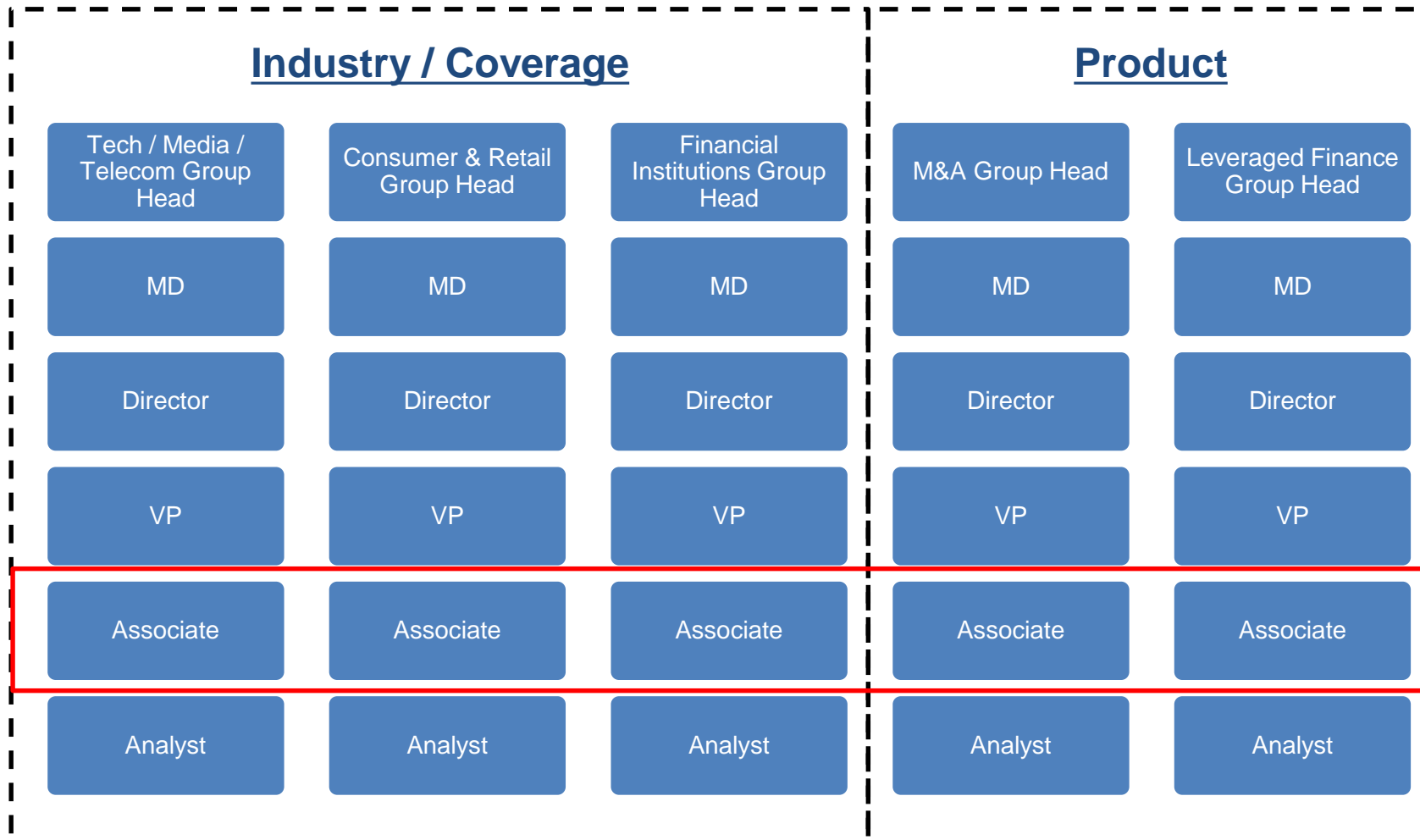
- Technology, Media, Telecom (TMT)
- Consumer / Retail
- Industrials (GIG, DI)
- Financial Institutions (FIG)
- Financial Sponsors
- Healthcare
- Real Estate (RE)
- Oil & Gas (Energy, Natural Resources)
- Power & Utility (PUG)
- Public Sector

Product

- Mergers & Acquisitions (M&A)
- Leveraged Finance (LevFin)
- Equity Capital Markets (ECM)
- Debt Capital Markets (DCM)
- Other specialty groups (e.g., Restructuring)



What is the typical Bank hierarchy?



What do Associates do?

- **Financial analysis and communication**

- Build and audit financial models (Merger models, Valuation, LBOs)
- Synthesize key insights and developing recommendations
- Compile PowerPoint decks (“pitch books”) and memos
- Conduct research (online, in-person due diligence)

- **Process and stakeholder management**

- Act as the internal “quarterback” to ensure all elements of a process are executed correctly and on time
 - Motivate and organize analysts (and project team)
 - Receive requests from senior team members and allocate workstreams accordingly
 - Manage relationships with teams across the firm (e.g., legal, compliance) and externally (e.g., accountants, co-advisors)
 - Communicate with client team members



Why is it a great job for MBAs?

- **Develop 360° management experience**
 - Managing up and down hierarchies
 - Standard of professionalism
- **Make a tangible impact**
 - On leaders, organizations, and entire industries
 - Newsworthy transactions >\$500m
- **Constantly challenge yourself**
 - Steep learning curve
 - Dynamic, interconnected industry
- **Build a world-class network**
 - Engaging with high-level decision makers
 - Intelligent and driven peers



How do I get the job?



What is the recruiting process?

1

Kick Off

- Join the #finance-club on Slack
- Join the Finance Club on Campus Groups
- Attend the International Students kick off meeting
- Get paired with a second year Finance Club mentor

2

On Campus Training & Recruiting

- Attend weekly meetings lead by second year students
- Attend technical training sessions
- Attend on campus recruiting events with major banks
- Participate in Mock Mock Madness

3

New York & Regional Recruiting



- Travel to NY to meet Yale alumni for Coffee Chats
- Participate in Mock Madness
- Attend Diversity Events
- Attend Houston / SF / London / Asia treks

4

Seal the Deal



- Attend closed list dinners with Yale alumni bankers
- Participate in January Interview Super Week
- Celebratory Drinks with Second Years Post Super Week!



What is the recruiting process?

**It's a
Marathon
not
a Sprint.**



Next steps

1. Attend the next club meeting (**Monday September 09 at 6.30pm in 4430**)
2. Watch out for communications on technical support sessions
3. Join the Slack channel **#finance-club** and Campus Group **Finance Club**
4. Say hi at the Consulting & Finance Closing Bell: **Thu 12 Sep 5:30pm**
5. Explore “**What is Investment Banking?**”
6. DO NOT reach out to alumni bankers (the process will start in a few weeks)
 - Apply for PepsiCo MBA Invitational Case Competition (if interested in Corporate Finance)

Now for our student panelists!



Student Panelists



Breno Torres
Barclays, LatAm
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Erica Qiao
Credit Suisse, Power & Renewables
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Guillermo Barnes
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Natalie Eller
Goldman Sachs, Public Sector & Infrastructure
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Questions?



Appendix



Finance Club Leadership Team



Zac Charlton
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With support from the
2020 recruiting class



September 2019

Emerging

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|---|-------------------------------------|------------------------------------|---|------------------------------------|--------|----------|
| 1 | 2 Labor Day | 3 | 4 Kick-Off Meeting 12:00PM Evans Hall 2400 | 5 | 6 | 7 |
| 8 Technical Session (Date & Time TBC) | 9 Club Meeting 6:30PM 4430 | 10 | 11 | 12 Finance Club Closing Bell | 13 | 14 |
| 15 | 16 | 17 Intl. Students (Date TBC) | 18 Club Meeting 11:45 AM Evans Hall 4400 | 19 Prob. Exam | 20 | 21 |
| 22 | 23 Citi | 24 Greenhill Morgan Stanley | 25 Club Meeting 11:45 AM Evans Hall 4420 Barclays | 26 Houlihan Lokey | 27 | 28 |
| 29 Training | 30 | 1 | 2 | 3 | 4 | 5 |



| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------------------------|-------------------------|--------------------------|--|-------------|--------------------|--------------------------|
| 29 Training | 30 Mock Mock Madness | 1 Mock Mock Madness | 2 Club Meeting Goldman Sachs | 3 Moelis | 4 DoWS | 5 Small Group Dinners |
| 6 Small Group Dinners | 7 UBS | 8 Small Group Dinners | 9 Club Meeting 11:45 AM Evans Hall 4420 | 10 | 11 Fall 1 Exams | 12 |
| 13 | 14 Fall 1 Exams | 15 Fall 1 Exams | 16 Fall 1 Exams | 17 DoWS | 18 DoWS | 19 |
| 20 | 21 Fall 2 Starts | 22 | 23 Club Meeting 11:45 AM Evans Hall 4420 Greentech | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 Club Meeting 11:45 AM Evans Hall 4420 | 31 | 1 | 2 Training |



November 2019

Emerging

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--|--------|---------|---|------------------------------------|---|---------------|
| 27 | 28 | 29 | 30 | 31 | 1 Citi (Coffee Chats) Citi Trivia | 2 Training |
| 3 | 4 | 5 | 6 Club Meeting 11:45 AM Evans Hall 4420 | 7 Diversity Event (Date TBC) | 8 Mock Madness | 9 |
| 10 | 11 | 12 | 13 Club Meeting 11:45 AM Evans Hall 4420 | 14 | 15 Drop Deadline | 16 |
| 17 | 18 | 19 | 20 Club Meeting 11:45 AM Evans Hall 4420 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| November Recess | | | | | | |
| London & Hong Kong international job treks | | | | | | |

Refer to CMS for full listing



December 2019

Emerging

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------|--------------------|---------|--|--------------------|--------|----------|
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| 1 | 2 | 3 | 4 Club Meeting 11:45 AM Evans Hall 4420 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 Fall 2 Exams | 13 | 14 |
| 15 | 16 Fall 2 Exams | 17 | 18 | 19 Winter Break | 20 | 21 |
| 22 | 23 Winter Break | 24 | 25 | 26 | 27 | 28 |



| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------|---|-----------------|-----------|----------|--------|----------|
| 29 | 30 | 31 | 1 | 2 | 3 | 4 |
| | Winter Break | | | | | |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| | Winter Break | | | | | |
| | Super Week | | | | | |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| | Global Virtual Teams and Intro to Negotiation | | | | | |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| | MLK Day | Spring 1 Starts | | | | |
| 29 | 30 | 31 | 1 | 2 | 3 | 4 |

