



Financial Management Association



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Date : 09/22/2008

Volume 12: Issue 2
Summer Internship Report

<http://www.templefma.com>

Andrew Keinard

During Summer 2008, I had the opportunity to intern at one of the most unique financial service companies, SEI Investment Company. At SEI, I worked in its Private Banking Unit on the Pricing & Packaging Team, where I helped to price a brand-new, holistic business solution that is unlike anything else ever offered to financial institutions.

(Contd. on page 3)

Upcoming Events...

September 22nd, 2008 – FMA Member Meeting- Lincoln Financial Advisors, Guest Speakers Jack McCaughn, Kim Thiel

September 23rd, 2008 – Members trip to the SEI Student Leadership Summit

September 29th, 2008 – FMA Member Meeting- PWC, Guest Speaker Channda Dunbar

SEI Student Leadership Summit

On Tuesday September 23rd FMA will be hosting the first field trip of the semester. The campus visit, named the *SEI Student Leadership Summit*, will help develop leadership & teamwork skills along with giving all members a chance to network and learn more about the company.

Take this opportunity to find out what SEI is made of and make sure you do some researching before you visit.

“Don’t be caught clueless”.

Learning with Corrine Snell & Professor Kamp

To kick off the start of another promising year FMA hosted its first meeting of the fall semester on Monday September 8th.

Professor Kamp began by informing students about the benefits of joining FMA and the world of opportunities this organization has to offer. On top of extraordinary guest speakers from Price Waterhouse Coopers & Lincoln Financial just to name a few, there are also many opportunities to network with recruiters and other professionals who have experience in the financial field. The Financial Management Association also plays a key role in the development of strong leadership skills as well as teaching students how to be professional in the business world.

Corrine Snell was next in line to enlighten students about the different events coming up for Fox students. For graduating seniors that are looking for jobs, last week there was the senior reception. For the rest of the Fox school looking for internships she explained the process to get “SPD’d” and the importance to be prepared for interviews, research the company you’re interviewing with, and to make sure you know what position you want and why you want that position. And finally make sure you have a valid resume “with no falsified information”!

President’s Corner

FMA members,

It’s all about the network-

One mistake that most undergraduate business students, myself included, fall into is thinking that one’s professional network can only consist of individuals who are well into their career. Don’t get me wrong, this is a great start for a network, but by focusing only upon these individuals leaves an easy and quite plentiful professional network untapped. Where is this ‘hidden’ network? Well, it’s right in front of you. Those in your classes and, especially, SPO(s) provide you with an arsenal of current & future professional contacts. My suggestion, to everyone, is to not discount any social interaction as being professionally unproductive and meaningless, because you never know when that person may be the ‘make-or-break’ to your career 2, 5, 10 years down the line. I can truly attest to this. Clay Stewart, the FMA President two years before me, whom I only briefly met one day, became an extremely vital contact in helping me land a summer internship at SEI Investment Company.

-Andrew Keinard

Ten Tips to Boost Your Interview IQ

Even the smartest and most qualified job seekers need to prepare for job interviews. Why, you ask? Interviewing is a learned skill, and there are no second chances to make a great first impression. So study these 10 strategies to enhance your interview IQ.

Practice Good Nonverbal Communication

It's about demonstrating confidence: standing straight, making eye contact and connecting with a good, firm handshake. That first impression can be a great beginning -- or quick ending -- to your interview.

Dress for the Job or Company

Today's casual dress codes do not give you permission to dress as "they" do when you interview. It is important to look professional and well-groomed. Whether you wear a suit or something less formal depends on the company culture and the position you are seeking. If possible, call to find out about the company dress code before the interview.

Listen

From the very beginning of the interview, your interviewer is giving you information, either directly or indirectly. If you are not hearing it, you are missing a major opportunity. Good communication skills include listening and letting the person know you heard what was said. Observe your interviewer, and match that style and pace.

Don't Talk Too Much

Telling the interviewer more than he needs to know could be a fatal mistake. When you have not prepared ahead of time, you may tend to ramble, sometimes talking yourself right out of the job. Prepare for the interview by reading through the job posting, matching your skills with the position's requirements and relating only that information.

Don't Be Too Familiar

The interview is a professional meeting to talk business. This is not about making a new friend. Your level of familiarity should mimic the interviewer's demeanor. It is important to bring energy and enthusiasm to the interview and to ask questions, but do not overstep your place as a candidate looking for a job.

Use Appropriate Language

It's a given that you should use professional language during the interview. Be aware of any inappropriate slang words or references to age, race, religion, politics or sexual orientation -- these topics could send you out the door very quickly.

Don't Be Cocky

Attitude plays a key role in your interview success. There is a fine balance between confidence, professionalism and modesty. Even if you're putting on a performance to demonstrate your ability, overconfidence is as bad, if not worse, as being too reserved.

Take Care to Answer the Questions

When an interviewer asks for an example of a time when you did something, he is seeking a sample of your past behavior. If you fail to relate a specific example, you not only don't answer the question, but you also miss an opportunity to prove your ability and talk about your skills.

Ask Questions

When asked if they have any questions, most candidates answer, "No." Wrong answer. It is extremely important to ask questions to demonstrate an interest in what goes on in the company. Asking questions also gives you the opportunity to find out if this is the right place for you. The best questions come from listening to what is asked during the interview and asking for additional information.

Don't Appear Desperate

When you interview with the "please, please hire me" approach; you appear desperate and less confident. Maintain the three C's during the interview: cool, calm and confident. You know you can do the job; make sure the interviewer believes you can, too.

Original Article by Carole Martin

Monster.com

Summer Internship Report (Contd. From Page 1)

The uniqueness of this solution required me to conduct in-depth competitive research and analyze numerous U.K. private banks' financial structure in order to develop a standardized pricing structure for this specific solution. Like most companies, SEI believes in the saying 'two heads are better than one', so my involvement and experience in FMA proved essential to survival in such a team-based environment. Additionally, I was working at the American Red Cross as a Record Resolution Specialist. This position requires me to be extremely detailed oriented, since I am merging records across the 24 Red Cross regions. I learned an immense amount over the summer, mostly the importance of leadership, teamwork, and time management which I feel that I developed through my dedication to academics, while still leaving time for extracurricular activities.

By: Andrew Keinard

Wall Street Crashes The 2008 Election

Wall Street just jumped into the race for the White House in a big way. The ongoing crisis in credit markets—and taxpayer assistance for a growing list of troubled companies—is taking center stage for both Presidential campaigns. The issue is also offering voters a peek at each candidate's approach toward greater regulation of financial markets.

Both campaigns are fervently advocating tougher government oversight—a departure from the Bush Administration's more hands-off approach to financial matters. Senator Barack Obama (D-Ill.) argues that America needs a "21st-century regulatory system" and has seized on the liquidity crisis as an indictment of Republican policies. "What we've seen the last few days is nothing less than the final verdict on an economic philosophy that has completely failed," Obama said in a Sept. 16 speech in Golden, Colo.

Senator John McCain (R-Ariz.), a longtime critic of excessive government intervention, vowed on Sept. 16 to "put an end to running Wall Street like a casino." At an Orlando rally Sept. 16, McCain called for a high-level commission to investigate the securities industry, and for ending "multimillion-dollar payouts to CEOs that have broken the public trust."

Unease on Main Street

Analysts are trying to decipher how all the rhetoric could translate into action in a new Administration. "We're going to get some sort of financial regulatory bill in 2009," says Dan Clifton, a Washington-based analyst with [Strategas Research Partners](#), a New York investment research firm. "The question is, what will it look like? Obama says he'll reject Bush's deregulation philosophy. McCain says he'll reform Washington and Wall Street. We're waiting for their specific plans." Clifton says analysts are trying to discern whether, if elected, McCain would adopt a "pragmatic" agenda that would "balance regulation with growth," or whether he would extend Bush's legacy. "That's the big wild card about John McCain." Obama, Clifton says, is more predictable: "He's clearly about regulation."

*Original Article by: Moira Herbst
Businessweek.com*

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