

MFin Networking Night Prep Session

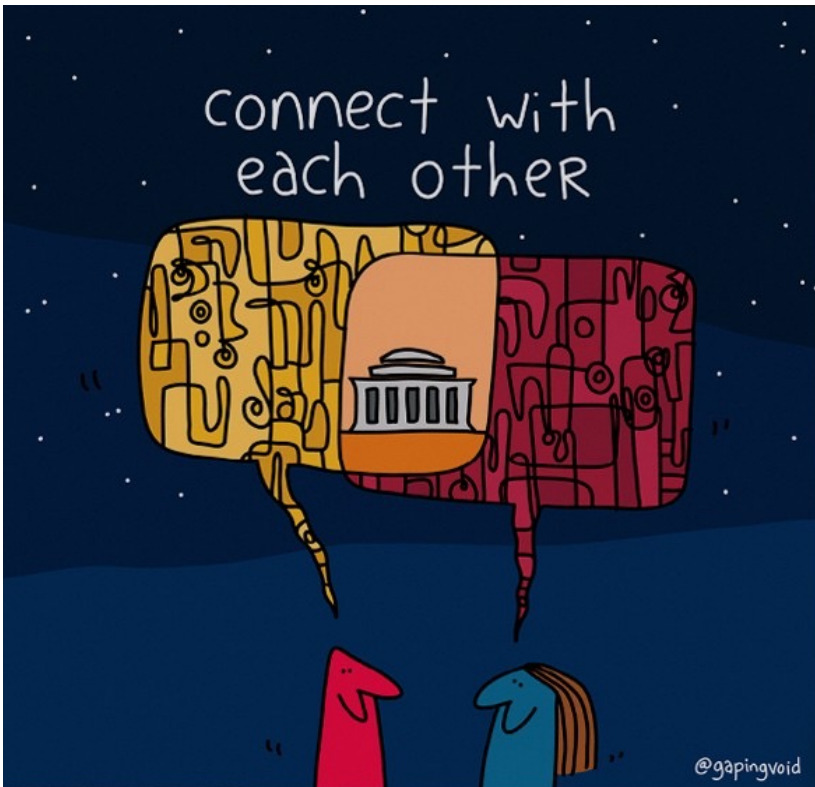
For Classes of May 2024 and February 2025
September 14, 2023

Agenda

- ▶ Networking benefits recap
- ▶ Logistics and what to expect from the event
- ▶ How to prepare for the event
- ▶ Do's and Don'ts
- ▶ Resources reminder
- ▶ Q&A
- ▶ Summer Term Survey Raffle

Please put your laptops down, the slides will be available to you after the session

Reminder: Why is Networking SO Important in Your Job Search?



- **Increase your knowledge** of your target sector & industry
- **Discover opportunities** that may be of interest to you
- Not all jobs are posted – need to **network to discover** these roles
- **Build confidence** in telling your story
- **Become comfortable** discussing your skills and interests
- Academic **and** interpersonal skills are both important
- Firms want to **get to know** candidates

Networking Night VS Career Fairs

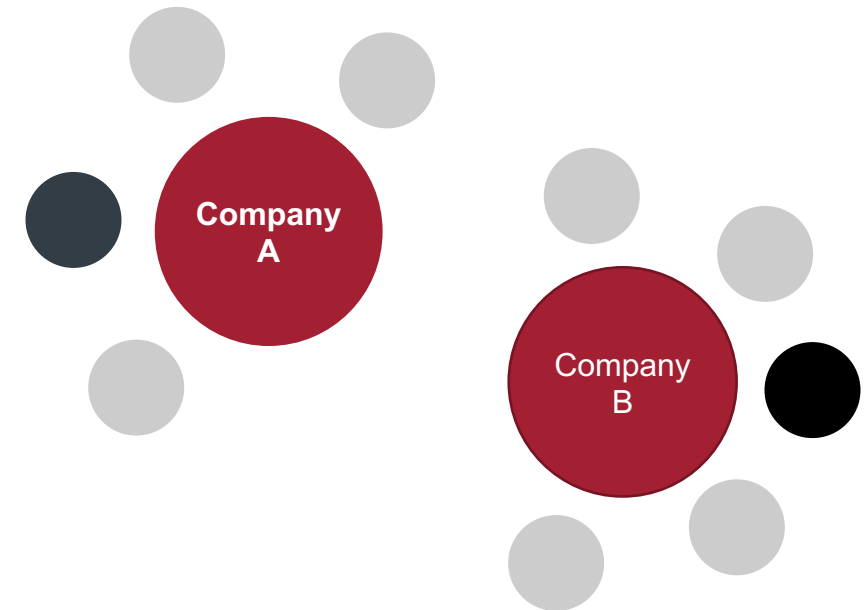
Differences	Networking Night	Career Fairs
Goals	Build relationships and industry connections, learn from companies	Focus on immediate job or internship opportunities.
Interactions	Conversations at networking nights tend to be longer and more in-depth, no resume shared	Interactions at career fairs are usually shorter and focused on first impressions, share resumes
Follow-up	Connect on LinkedIn and send personalized thank-you notes.	Send job applications, schedule interviews, and continue online networking.

Attending companies want to get to know YOU!

MFin Networking Night is Unique

Flagship annual fall event, **exclusive to MFins** 

- While not a career fair, companies have a demonstrated track record of **recruiting MFins**
- Event size and format allow for **rich conversations**
- “One-stop shop” networking: students can speak with a number of companies in a short period of time



Approx. 3-4 people per “table” (1 company rep + 3 MFin students)

Attending companies want to get to know YOU!

Event Logistics

- **REGISTER** the Networking Night NOW
- **Networking Night Time:** 9/19, Tuesday 7-9pm, in-person
- **Dress code:** business formal
- Bring your **name badge, photo ID** for alcohol
- Employer floor map provided, tables will have company signage
- 1 drink ticket per person, light hors d'oeuvres served
- No need for printed resumes
- Recommended - bring a pen and paper/small notepad



Business Etiquettes

In person:

- ▶ Hand shaking – firm
- ▶ Eye contact
- ▶ Welcome others to the group
- ▶ Introduce yourself clearly
- ▶ Active listening
- ▶ Exit Gracefully



Always:

- ▶ **Cultural sensitivity** to classmates, community and future work environment
- ▶ **Social media** pictures, posts and comments
- ▶ You are always making an impression, even with your classmates – your future network

2023 Select Participating Companies

Expect 15+ employers to attend; full list available in Career Central



Before Networking Night

Like any networking conversation, preparation is key

Company Preparation

- **Research** companies and representatives
 - Career Central -
 - Check the updated company list of MFin Networking Night
 - Company websites
 - LinkedIn
 - Resources on YourCDO
- Determine which companies you'd like to speak with during the event
- Make sure to include companies you don't know much about

Company Info

Arrowstreet Capital Industry: Financial - Investment Management	Balyasny Asset Management Industry: Financial - Hedge Funds Contact Name: Hannah Dinardo	Bracebridge Industry: Financial - Investment Management
Capstone Investment Advisors Industry: Financial - Hedge Funds, Financial - Investment Management Contact Name: Shannon Baer	Centiva Industry: Financial - Hedge Funds, Financial - Investment Management	Citadel Industry: Financial - Diversified Financial Services, Financial - Investment Management
Diametric Capital Industry: Financial - Investment Management Contact Name: Ramarithnam Radhakrishnan	EY - Ernst & Young LLP Industry: Consulting, Financial - Diversified Financial Services Contact Name: Jillian Rice	Hines Industry: Real Estate - Commercial Contact Name: Lauren Zalaski
Massachusetts Institute of Technology Industry: Education, Nonprofits	MassMutual Industry: Financial - Diversified Financial Services	McKinsey & Company Industry: Consulting - Strategic / Management Contact Name:

Before Networking Night

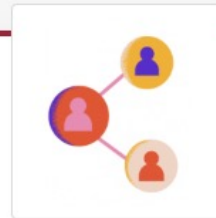
Like any networking conversation, preparation is key

Personal Preparation

- Practice your professional introduction
- Refresh your memory on key contacts in the past
- Craft your narratives, consider key highlights
- Prepare good questions to ask
- Reference Sample Networking Questions
- Prepare conversation starters

CAREER RESOURCES

Networking and LinkedIn



Explore sample networking and thank you emails, networking tactics and guides, LinkedIn resources, Contacts, Directories and more!

Networking

[General Networking ...](#)

[READ MORE](#) >

During Networking Night

Your first impression matters

Do's

- Tell a good story to highlight previous experience and articulate motivation
- Be specific about an area or type of role you are interested in
- Be mindful of time
- Make room for others to join the conversation
- Tailor your questions to the person you talk to
- Be sensitive to cultural diversity in the room

Don'ts

- Show up unprepared
- Focus on generic job titles and vague career interests
- Deliver your introduction in a scripted and robotic way
- Launch into the details of your experience for a long time
- Dominate the conversation
- Ask every person the same questions
- Ask transactional questions (work authorization)

Ace Your Networking Conversation

Enter

- Use your body language
- Use situational topics
- Casually join the conversation

Engage

- Ask open-ended questions
- Actively listen
- Share relevant information

Exit

- Show gratitude
- Signal to leave
- Position yourself to exit

Mock Networking Exercise

Observe and consider:
how would you enter,
engage in, and exit a
conversation?

After Networking Night

Make the most of the event by following up

Actions Within 24-48 Hours

- Send personalized thank you notes
- Send follow-up message to those you didn't get to meet
- Update your target company list
- Apply for open roles that interest you
- Keep notes of details you learn

Actions for Weeks Ahead

- Contact if an opportunity opens up
- Keep track of your progress (update your spreadsheet)
- Follow advice you received
- Reflect on your networking skills
- Leverage contacts to expand your network

Networking Advice Refresher

- ▶ Worksheet to draft & practice telling your story
- ▶ Tips & tricks on your professional introduction
- ▶ Advice on how to prepare for networking
- ▶ Successful outcomes to networking convos
- ▶ Example thank you note
- ▶ Behaviors to avoid

Next Step: Drafting & Practicing “Tell Your Story” worksheet can be found on Your CDO

- Use the worksheet to brainstorm ideas
- Write down your introduction, but don't write a script – try bullets instead

Tips and Tricks

- Position as a soft opening to a conversation
- Your resume can offer a framework, particularly in an interview setting
- Give concise examples
- Define your competitive advantage
 - Highlight your skills, position your degree accordingly
- Speak confidently and smile
 - Demonstrate with your professional presence, posture, and energy



Make the Most of the Conversation

- Prepare thoroughly
 - Research the individual, company, and group (company website, LinkedIn)
 - Create a list of 10-15 good questions
 - Determine your goal for the interaction: Advice, Information, Referral (AIR)
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Successful Outcomes of a Networking Conversation

- A better understanding of the culture of the company
- More clarity around the alum's job function and other suitable job functions for you
- An awareness of the skills you may need to develop to be successful
- Information about potential growth areas in the company or sector
- Realizing the field is NOT for you
- Becoming more comfortable with telling your story
- A referral to someone in the company or industry who could help

Key Point: Successful outcomes come in many forms

Don't Forget the Thank You Note

Subject: Thank You
Dear Julia,
Thank you for taking the time to speak with me today. I really enjoyed our conversation and hearing more about your path to Wellington. I particularly appreciated your advice regarding which classes will best prepare me for a career in Investment Management.

Personalize with specific details from conversation

Summarize

Behaviors to Avoid while Networking

- Impatient persistence – while follow up may be necessary, do so in a respectful way
- Showing up late – this suggests you are not appreciative of the other person's time
- Reading from a script – it's easy to tell when you are reading vs. consulting your notes
- Not being prepared – think about what you want to cover in advance (but don't go overboard)
- Not asking questions – unlike an interview, you are responsible for driving the conversation
- In group settings, monopolizing the conversation and not giving others a chance to speak
- Not sending a thank you note or following through – people will remember!

Key Point: Make sure you are remembered for the positive aspects of your interaction, not any negative ones!

Check-in Using the Sign-in Sheet

- ❑ Deadline to Register for MFin Networking Night: next Monday, 9/18 by 5:00pm
- ❑ Register For MFin Networking Night



Firms With Open Roles for MFINs (Internships)

ABCorp
Asian Development Bank
Ball Aerospace
Balyasny Asset Management
Bank of America
Barclays
Bates White
Bristol Myers Squibb
CapShift
Carlyle Group, The
Cause Strategy Partners, LLC
Cboe Global Markets
Citadel

Citadel Securities
Cockrell Interests LLC
Cornerstone Research
Cornerstone Research, Inc.
CPP Investment Board
Diametric Capital
DRW
Eventide Asset Management
EY- Ernst & Young LLP
EY-Parthenon
Fidelity Investments
GTS
Health Practice Services Group
HSBC

Individual
JPMorgan Chase & Co.
Kearney, Inc.
Lazard Freres & Co.
Loft Orbital
Marathon Capital
Marker Learning
MarketAxess
Millennium Management LLC
MIT Corporate Relations
Morgan Stanley
NERA Economic Consulting

New Climate Ventures
New Era Capital Partners
Nomura International
Picus Capital
Point72 Asia (Hong Kong) Pte. Ltd
Procter & Gamble
Qianjin Network Information Technology
(Shanghai) Co
Qube Research & Technologies
Stevens Capital Management LP
Stout Risius Ross (SRR)
Susquehanna International Group, LLP
The Related Companies, L.P.
Two Sigma
UBS