

Transcript from the February 19, 2008 UNC's Kenan-Flagler Career Search Chat

Croft_KFBS2009: Good morning, afternoon, or evening, depending on where you are located! Welcome to "The Career Search" chat for prospective Kenan-Flagler Business School students. I am Croft Young, a first-year finance and real-estate concentrator. I will serve as the chat host. If you have not participated in previous sessions, it is very informal, and we will try to answer all questions in a timely fashion. Please remember that while we welcome any and all questions, the focus of this chat is the career search, so we recommend you take advantage of our guests to ask questions related to the topic. Before we take your questions, we will have the panelists introduce themselves.

Sandy_KFBS_CMC: Good afternoon, all. I'm Sandy Gerow, an associate director with the MBA Career Management Center. I work specifically with students who are interested in careers in industry finance, general management, and sustainable enterprise.

Croft_KFBS2009 : Today we have a number people here at KFBS ready to answer your questions. They include (3) students and (2) Career Management Center staff members. Each will give a brief introduction and tell you a little bit about their areas of focus.

Pack_KFBS08: Hi, My name is Pack, a 2nd year MBA student. I'm an international student too, will join rotational management prog of Sears after grad. Wish I could be of any help.

Kyley_KFBS08: I am a second-year student concentrating in entrepreneurship and sustainable enterprise. I am also the V.P. of Careers for the Net Impact club, which is the career club focusing on careers in sustainability. I'm also working on starting a fair trade retail business after school.

Chris_kfbs09: Hi I'm Chris, a first-year student at KFBS concentrating in marketing/entrepreneurship. I came to KFBS from the medical device industry and focused the majority of my internship search efforts off-campus looking for a position in sports marketing. I'll be working for the NBA in Manhattan this summer.

Carrie_KFBS_CMCL: Hello all. I work as a Recruiting Coordinator in the Career Management Center and work with companies coming to campus for events and interviews.

Jeff_KFBS_CMC: Hello, my name is Jeff Fischer. I'm the director of our career management center. Happy to answer any questions.

Croft_KFBS2009: Feel free to send us your questions.

Elynn: Hi All!

Nathaniel J.: Who are some of the national companies that come for finance recruits?

Nathaniel J.: Specifically I'm curious about brokerage and wealth management.

Sandy_KFBS_CMC : Nathaniel: companies recruiting for finance include J&J, Dell, Lenovo, Kraft, and others - I'll send more in a minute.

Sandy_KFBS_CMC: Nathaniel: Also Intel, Avaya, American Express, Delta, Amgen, Lowe's, ExxonMobil for full-time last year.

Sandy_KFBS_CMC: Nathaniel: For internships, in addition to most of those, we had Liberty Mutual, Citi, IBM, Eli Lilly, AGilent, WaMu, AT&T, Frito-Lay, Procter & Gamble, Duke Energy, Merck, and Genentech.

Kenneth D.: has anyone had any difficulties adjusting to going back to school after spending some time in a full time job?

Chris_kfbs09: Ken: i'm 33 - was out of school for a loooonnggg time. i'd recommend going to ASW - perfect way to get back in the school groove and a great time to meet your future classmates. once through asw, i was set to go.

Chris_kfbs09: For those who don't know ASW is our summer session: Analytical Skills Workshop. For those who want an intro to finance, accounting, etc. or if you just want to brush up after a while - it's really useful.

Kenneth D.: Chris, another one of my concerns, and you might not be able to help with this, but I feel like I am in a decent job right now and am weighing if the benefits of getting a MBA would take me to "the next" level and make it worthwhile.

Chris_kfbs09 : Ken, great question. I too left a job that I was really pleased with. I weighed my options, including part-time work, and felt that the full-time program would allow me to take a deep look at whether I wanted to switch tracks or stay on the one that I was on. I also felt, and still feel, that there is no way to get the depth of knowledge part time that you get with the full-time program.

Cassidy: Kyley, have you found your that your participation with Net Impact has helped to develop your list of contacts in the field of sustainability?

Kyley_KFBS08: The Net Impact club is a national organization with a great conference once a year. This is a great networking opportunity for students. The CMC and the Center for Sustainable Enterprise (CSE) also provide contacts and support for students interested in sustainability careers. That being said, there is still some effort expected on the student side.

Cassidy : thanks, Kyley...my company recently won a net impact green challenge: impact at work award...i look forward to working with them as a student

Kyley_KFBS08 : Cassidy, that is great, congratulations! We have a very strong Net Impact club here at Kenan-Flagler. You can also get involved more deeply through leadership roles in the club.

Hallie B.: Kyley and Chris, as entrepreneurship concentrators, were there any internship options open to you that were more "entrepreneurial" in scope, per se? Perhaps working with some venture capitalists or product development teams? (please forgive my naivete if this is a common opportunity!)

Kyley_KFBS08: Hallie- There are 2 main programs for entrepreneurship concentrators: 1) the Carolina Entrepreneurial Fellows program (CEF)- I participated in this program and it was fantastic. You can work with multiple entrepreneurs 2) CVF Program (Carolina Venture Fellows)- Fellows are placed with local VC firms and work with them during the year in addition to the summer internship.

Elynn: Carrie, Is there any opportunities for the students to volunteer at the career office?

Carrie_KFBS_CMC: Elynn, we have a Peer Counseling program in which students serve as mentors to fellow students and act as hosts to visiting companies.

Elynn: Thanks, Carrie and Kyley!

Darpan B.: Hi. This question is for the CMC and students. There is a lot of talk regarding recession in the news. What is the full-time and internship recruitment trend at KFBS? Is it same as before, getting better, or getting worse? Also, how has the CMC helped students when the job market was not as good (e.g. 2001)? (I guess this isn't a positive question but perhaps inevitable)

John R.: Hi Darpan-we've noticed a similar number of companies recruiting on campus this year although we've seen areas where the size of the recruiting class is less (ex. investment banking or real estate development).

John R.: To continue...I've been with the CMC since 2002 and can say that we are continuing to look for ways to uncover opportunities for students and to work with students to make sure they have a good strategy in place and that they are conducting an on- and off-campus search.

Chris_kfbs09: darpan, I suppose the internship search may be dependant somewhat on your area of concentration. I didn't find that the possible downturn affected my internship in any manner.

Chris_kfbs09: darpan - read didn't affect my internship search any.

Darpan B.: Thanks

Rod: Good afternoon all

Croft_KFBS2009: If you recently entered, Welcome! We have several students and our entire Career Management Center staff available to answer your questions. We have Jeff Fischer, the Director of the CMC; Sandy Gerow: General Management, Industry Finance, and Sustainable Enterprise; John Ryder: Consulting, International Students; Shawn Graham: Corporate Finance (Investment Banking, Sales and Trading, Asset Management), and Entrepreneurship (esp. Venture Capital and Private Equity); and Carrie Leonardt: Recruiting Coordinator. So send us your questions!

Scott: do any major investment banks from NYC recruit at the school?

John R.: Hi Scott...this is Shawn writing as John R. You'll typically see Bear Stearns, Morgan Stanley, Lehman Brothers, Credit Suisse and Bank of America. Merrill Lynch, Citi and other firms recruit our students.

Jeff_KFBS_CMC: Hi, Scott, Just to add to Shawn's comment, many students who are interested in banking also elect to explore hedge funds and private equity funds. These funds often do not have formal recruiting efforts. However, our alum are well positioned in many of these firms and we often encourage our students to contact them.

Rod: Shawn, do they recruit for internships or just post mba positions?

John R.: Hi Rod...Shawn here...they recruit on campus for internships.

Rod: Are the positions in the nyc area or in the south?

John R.: Hi Rod...they are in NY. Middle market and boutique banks recruit for the south. Bank of America and Wachovia also recruit for NY and for positions in the southeast.

Bruce: Sandy, during the Sustainable Enterprise Chat you sent a PDF (or a link to a PDF) of "Careers in Sustainable Enterprise." Do you have similar PDFs for Real Estate, Corp Fin, Inv Mgmt, and Entrepreneurship. Or, are there links to each on the KFBS website? Thanks.

Sandy_KFBS_CMC: Bruce: I'm sorry, but there aren't pdfs or a links for those. I'll be happy to pull that together for you, but it will be at least a couple of weeks until I have time. I know you've been waiting for this and I'm sorry for the delay, but we've been swamped with internship recruiting.

Bruce: Sandy, no problem at all, and thank you very much for agreeing to pull that together. I'd rather you be helping students with internships anyway! Comforting. I just got the message that Shawn Graham leads the Corp Fin and Entrepreneurship efforts -- should I contact him instead?

Nathaniel J.: Is the alumni network available to aid in the career search?

Carrie_KFBS_CMC: Nathaniel, students do have access to the alumni directory. We also have a group of approximately 1100 alumni who have volunteered to provide specific career-related assistance to students.

Rod: Is there any one who can answer questions about non profit, government or public service recruitment/placement?

Kyley_KFBS08: Hi Rod, there are some students coming from those areas who can provide a network of contacts for you. As far as job search, it will be primarily off-campus, however the CSE (Center for Sustainable Enterprise) is a great resource for students with non-traditional searches. I am one of those students, and I am satisfied with my search so far.

Sandy_KFBS_CMC: Rod: I can try to help answer questions about sustainability, nonprofit, and government.

Kenneth D.: question about admissions: I know that most places have different deadlines and fill slots until the class is full. Is there any advantage or disadvantage applying so close to the final deadline? ie, 2 slots left vs. 60 when the next semester is open for admission?

Kenneth D.: probably off topic, but just wondering

Leah E.: Does anyone have the statistics on the average length of time it takes your finance graduates to secure employment after graduation, and/or the average salary?

Hallie B.: Kyle, what kind of work did you undertake while participating in the Carolina Entrepreneurial Fellows program? Also, were there students who took entrepreneurial summer positions in the Northeast? Internationally?

Kyley_KFBS08 Hallie B- I worked on everything from sales development to profitability analysis, so you get a wide variety of experience. I worked with a fair trade coffee wholesaler (Larry's Beans) 2 days a week, a fair trade craft wholesaler 1 day a week, on my own venture Peace Goods (<http://www.peacegoods.org>) one day a week. Fridays are left for team work. There are about 5-7 CEFs in a given year and its a very collaborative environment.

BaruJuni : John/Shawn: How is the recruiting (consulting and marketing) for intl. students (H1B cap issue etc.)? Are some postings not available to intl. students?

John R.: BaruJuni: there are some difficulties for international students, but we try hard to convince all companies to open all positions to international students. More consulting firms than marketing firms hire international students

Pack_KFBS08: BaruJui: all consulting companies recruit international students and will sponsor your working visa issue

Rod: Does the Federal Government recruit for interns or post mba positions?

Sandy_KFBS_CMC: Rod: The National Park Service, the EPA, and the FBI come here.

Rod : Thanks Sandy

Croft_KFBS2009: For those of you who missed early parts of the chat, the transcript will be posted within the next 14 days. The link to transcript is the same one used to reach this chat. <http://www.kenan-flagler.unc.edu/Programs/...>

Rod : Can someone answer Leah's question?

Croft_KFBS2009: Leah, Rod, we are preparing an answer to Leah's question right now.

John R.: Rod...I answered Leah's question earlier in the chat. Approximately 90% of finance students secure an offer by graduation. (note: this earlier response was deleted due to connectivity issues)

Rod : Thanks John, I logged on after that.

Leah E.: Thanks, John - I must have missed that.

Croft_KFBS2009: Rod, I apologize, but we are having some technical difficulties. Shawn/John R. sent a prior message that did not come through. We will try to resend it now.

Test: Can you provide an estimate for how many companies recruit ON campus (not just jobpostings or resume books)?

Sandy_KFBS_CMC: Test: We had over 120 companies interviewing on campus, with more coming for career fairs and other events at which students could talk with them directly.

Rod: Is there any new trends in recruiting that anyone can share?

Jeff_KFBS_CMC: Hi, Rod. One trend that we are seeing is the increase in interesting opportunities with companies that don't formally recruit. For example, smaller funds, speciality consulting firms etc. These require off-campus searches and are highly relationship driven.

John R.: we're also seeing more companies adding general management/leadership development programs. We've also noticed an uptick in consulting hiring.

Croft_KFBS2009: Rod, the earlier trend Shawn mentioned was an increase in the number of companies hiring from their summer intern pool, an uptick in consulting hires.

Jonathan C.: What are the most common fields entering the work force

Sandy_KFBS_CMC: Jonathan C: Do you mean what functional areas our students go into? Finance areas are about 30-35%, with real estate, marketing, consulting are usually between 15-20%. Does that answer your question?

Cassidy: Sandy, I am interested in the Sustainable Enterprise Career Enrichment. Do any companies recruit specifically for "sustainability" type positions or do most companies (ie consulting firms) typically hire students for standard positions whereby employees can then volunteer their time working on "sustainable" business practices?

Kyley_KFBS08: Hi Cassidy, there are two main paths in sustainability. You can choose to work in a sustainability-oriented company (like Burt's Bees) or you can work in a traditional company in a sustainability role. The latter will take a bit more effort from the student in finding these opportunities. However we just had a Net Impact meeting yesterday which included a conference call with an alum who now works in sustainability at Timberland. Both paths are achievable and supported here at Kenan-Flagler.

Hallie B.: Kyley, sorry for the barrage of questions, but how competitive is it to secure one of the 5-7 CEF positions?

Kyley_KFBS08: Hi Hallie B- If you have shown entrepreneurial initiative in the past and participate in the e-ship events at school, you have a very good shot. Also, if you take the time to develop relationships with the people in the Center for Private Enterprise, that will help your chances.

Rod: Are Post MBA positions secured during internships are during the course of our second year?

Rod: What exactly are Leadership Development Programs?

BaruJuni: What's the approximate % of jobs which were school facilitated vs. direct contact with companies?

Nathaniel J.: When are the career fairs?

Carrie_KFBS_CMC: Nathaniel, we hold our KFBS-sponsored Career Fair in late Sept. We also combine with three other schools (Duke, NC State, and Wake Forest) to hold the Carolina MBA Connection Career Fair in February. (Today is actually the day of this year's fair.)

Nathaniel J.: Thank you, Carrie.

Sandy_KFBS_CMC: Nathaniel: In addition to the career fairs Carrie mentioned, we also work with other schools to set up interview forums both in San Francisco and Atlanta where companies post positions, students apply, and we set up in-person interviews in those cities for them.

Rod: Sandy, Any stats for non profit/ government/ Public Services, etc?

Sandy_KFBS_CMC Rod: What stats would you like to have?

Ecostain: Hello. I am interested in Supply Chain Management, but am concerned recruiting might be very limited. Are there many manufacturing/operations companies at the recruiting events?

Julie W.: Ecostain, Pack is preparing an answer for you. I also wanted to mention that we recently had a Chat in Global Supply Chain Management, and the transcript from that chat is now posted on our website. The chat addressed that question. Here is the link: <http://www.kenan-flagler.unc.edu/Programs/...>

Ecostain: Thanks Julie! I was bummed I didn't get the opportunity to catch that chat. Thanks so much for the link!

Pack_KFBS08: Hi Ecostain, that's true not many manufacturing companies come for OPS recruiting. those who came are Eaton, J&J, GE, Amazon, Dell. But you could look for OPS opportunities in Rotational/ General Management prog too. and that kind of prog come to recruit here a lot

Ecostain: Thanks Pack!

Rod: It was mentioned earlier that approx. 120 companies actively recruit on campus. Is that true for internships as well?

Carrie_KFBS_CMC: Rod, that figure combines companies interviewing for both full-time and internship positions.

Hitesh: I would like to know about the profiles offered by companies in the Energy Sector.

RUI S.: What resources do you have to help an international student find jobs out of US, for example, a Chinese graduate back to China.

John R.: Rui: we have alumni in many Chinese firms who can help find opportunities.

Croft_KFBS2009: Welcome recent additions! The earlier parts of the chat you missed will be posted within the next two weeks. The link is the same as you used to log into to today's chat.
<http://www.kenan-flagler.unc.edu/Programs/...>

Julie W.: Ecostain and other applicants, the transcripts from all our chats this year have been posted to that link: <http://www.kenan-flagler.unc.edu/Programs/...>

Rod: Can anyone elaborate on the profiles offered in the Healthcare Sector?

Chris_kfbs09: Rod, can you please elaborate on what you mean by "profiles" in health care?

Nathaniel J.: If a target company doesn't currently recruit at KFBS, what other resources are available through the CMC to pursue that firm?

John R. : Nathaniel-Shawn here....we work with career clubs to organize club treks to companies of interest. We also conduct off-campus job search labs and work with each student individually to develop an effective strategy.

Nathaniel J.: Please elaborate on the job search lab.

Nathaniel J.: Like a workshop?

Sandy_KFBS_CMC: Nathaniel: The job search labs are held weekly in the Career Resource Center. Each week, we focus on a different aspect of the off-campus search: identifying companies, finding contacts within the companies, setting up informational interviews, etc. They're opportunities for us to work with students in small groups on whatever aspect of their search they need.

Nathaniel J.: Sandy, Are labs scheduled to they don't conflict with classes?

Sandy_KFBS_CMC: Nathaniel: The labs are scheduled over the lunch break.

Stephen J.: UNC does not have a specific health sector management trek. As a result, does UNC still see a good portion of healthcare industry firms (non-IT consulting i.e. Deloitte/Accenture) recruiting on campus?

John R.: Stephen: we usually have about four or five healthcare consulting firms either on campus or at other recruiting events; another three or so healthcare providers recruit as well.

Stephen J.: but the predominate amount of healthcare recruiting is from IT firms I take it?

John R.: Stephen: actually, no. The consulting firms, for example, deal almost exclusively on strategy in healthcare.

Nathaniel J.: Thank you Sandy and John.

Bruce: Shawn (John R.), I assume banks/wall street firms don't look to b-school for too many sales & trading positions -- approx how many KFBS students receive sales & trading offers each year (intern & full-time)? Does it look like it's slowing down in current market?

Croft_KFBS2009: Bruce: (Shawn here): The previous two years we have seen 10 students going into S&T internships, but given the current market, it will be 5-6 this year. Firms that we have consistent S&T relationships are Banc of America, Credit Suisse, Morgan Stanley, and Citi. We also have people who go to other banks (UBS, etc.) through alumni and other connections.

Bruce: Thanks, Shawn! I have a follow-up question: do you see a trend of the S&T positions falling into certain product groups or industries -- i.e. real estate/CMBS (obviously less this year) due to Dave Hartzell and KFBS' strong real estate concentration?

John R. : Bruce-we're looking at that right now. You're definitely right on the money with CMBS and other areas affected by the markets.

Matthew : What about investment banks like Goldman Bear and Lehman?

John R.: Matthew-what's your question?

Matthew: John R: Well Croft was talking about relationships that the school seems to have with specific banks and I was wondering if there were any of those with I banks like Goldman Bear, and Lehman (using those as examples) I just joined so I may have missed the answer.

John R.: Matthew-Shawn here...we have on-campus relationships with Bank of America, Bear Stearns, Credit Suisse, Morgan Stanley, Lehman Brothers, and Wachovia for investment banking. We also have formal relationships with Merrill Lynch and Citi.

Matthew: John R: Thank you. That's what I was curious about.

Rod: John R: Are these local recruiters are national?

John R.: Rod: both local and national (those who follow the healthcare industry will be local if they're working with firms such as Glaxo, national if they deal with firms from NJ).

BaruJuni : I think my last question was overseen. So, here it is again: What's the approximate % of jobs which were school facilitated vs. direct (private) contact with companies?

Sandy_KFBS_CMC: BaruJuni: About 75% of offers are school-facilitated.

BaruJuni : Thanks, Sandy!

Carrie_KFBS_CMC: As an FYI, the CMC directors are functionally aligned, which allows our directors to gain increased knowledge of specific functions in terms of recruiter expectations. Students most often

meet with the specific director responsible for the function in which they are interested which allows for continuity throughout the job search.

Ecostain: What percentage of KFBS students already have landed their summer internships prior to the start of the school year?

Carrie_KFBS_CMC: Ecostain, very few students have internships lined up prior to the start of classes during their first year.

Ecostain: Hi Carrie, with that being said, when is the typical crunch time for students to gain an internship by?

Carrie_KFBS_CMC: Ecostain, on-campus recruiting for intern positions begin when students return from the holiday break in January. Recruiting is heavy on campus through January and mid-February with the bulk of first-round interviews ending by late Feb. That being said, there are certain functions whose intern recruiting takes place later. What is your specific area of interest?

Ecostain: Carrie: Supply Chain Management.

Carrie_KFBS_CMC: Ecostain, supply chain interviews usually follow the normal Jan/Feb recruiting schedule.

Ecostain: Thanks Carrie!

Michael: Where do KFBS students typically do their internships and by whom?

Sandy_KFBS_CMC: Michael: What do you mean "by whom"?

Michael: Who are the employers?

Sandy_KFBS_CMC: Deloitte, Lilly, Lehman, Bank of America, Citi are the largest internship employers.

Michael: Do they do their internships in or around UNC or is it all over the US?

Sandy_KFBS_CMC: Michael: The companies I mentioned are all outside this area. Most internships would be at companies home offices.

Michael: Thank you Sandy. How many grads take the social enterprise route even though there isn't a specific concentration at KFBS?

Kyley_KFBS08: Michael, I'm not sure about percentages, but I know several students (including myself) interested in social enterprise and pursuing careers in that area. There is a social entrepreneurship course offered here and you can also get credit for taking the social entrepreneurship class offered at Duke.

Michael : Thank you Kyley!

Croft_KFBS2009: BE ADVISED we have 15 minutes left in today's chat. The entire transcript will be available within the next two weeks. <http://www.kenan-flagler.unc.edu/Programs/...>

RUI S.: John, can you tell me something about internship and job opportunities in the chemical or polymer biomaterial industry?

John R.: Rui: Polypore and DuPont are examples. Others with smaller names (particularly in the Triangle area) also recruit.

Rod: Croft: Do these students secure Post MBA positions during their internships are through-out the 2nd yr?

Croft_KFBS2009: Rod, most people in finance secure their full-time positions through the summer internship.

Matthew: Also, I can't remember what the class profile said but how many applicants are admitted straight out of Undergrad programs?

Rod: John R: Are there a lot of Healthcare firms in NJ?

Croft_KFBS2009: Rod, yes.

Rod: Croft: Do you see that industry as being on the upswing?

Croft_KFBS2009: Which industry, Rod?

Rod: Croft: Healthcare consulting

John R.: Rod: Healthcare consulting is experiencing an upswing right now. Minor, but an upswing.

Cassidy: Sandy, you mentioned an alum who does sustainability work with Timberland. Do you think the number of opportunities (in the area of sustainability) with outdoor/adventure/apparel companies will trend upward? This sounds like an exciting field!

Sandy_KFBS_CMC: Cassidy: We have students going to Nike and Adidas as well. You're right, this is an exciting field but it's very competitive.

eric I.: hello

eric I.: I would like know about prospects for interviewing for international finance (specifically, using UNC's association with the UK's HSMP to obtain work in London).

Croft_KFBS2009: Eric I. All the firms have an international application process, which some students have undertaken. For instance, one student is going to Japan to work in investment banking. We also have alumni who have transferred to foreign offices, and are now in places like London and Hong Kong.

eric l.: awesome. thank you very much Croft. I noticed on JPMorgan's career site that there are few KFBS alum's in London working in various aspects.

eric l.: I just wanted to find out if that was something feasible, or extremely unlikely. I would prefer to begin in investment banking in london or other foreign markets

Croft_KFBS2009: The best way, Eric, if you are a US resident, is to start here with a bank, and then transfer after a couple years, but if you are interested in starting abroad, it is feasible, though more difficult.

eric l.: thanks again Croft!

eric l.: further more, what are the prospects for extreme career changers (ie, i'm coming from law and would like to switch over to IB)

Croft_KFBS2009: Eric I. I, for example, spent five years in the military with ZERO experience in finance (or even business) prior to arriving, and through what I learned in the core coursework here, was able to secure a summer internship at Morgan Stanley in investment banking. There is not anywhere you can see the information on S&T vs. IB.

eric l.: ok, thanks croft. i am anxiously waiting to hear from KF on their decision, so hopefully i'll be able to chat with you more about your experiences soon. your track record gives me great hope and is the kind of story i need to hear...other message boards make it seem impossible unless you go to H/S/W

Steve: Hello, my apologies if this question has been asked already, but percentage-wise, how many KFBS MBA graduates stay in the Research Triangle area for employment after graduation?

Sandy_KFBS_CMC: Steve: About 10% of our students last year stayed in the Triangle.

Steve: Thank you, Sandy.

Sybil: Once accepted into the UNC, is it possible to work with the CMC office during the summer before the term -of your first yr -begins to get a head start on internships, etc.?

John R.: Sybil: Absolutely! In fact, we encourage it. See you then...?

Cassidy: can anyone speak to employment opportunities for significant others that might accompany someone to Chapel Hill but not attend UNC?

Julie W.: Cassidy, for questions regarding jobs for spouses/significant others, please refer to the transcript for the Kenan Connection Chat, which is posted on our website. Here is the link: <http://www.kenan-flagler.unc.edu/Programs/...>

Cassidy : thanks Julie

Julie W.: To our applicants, if anyone has a question that did not get answered today, please direct your question to mba_info@unc.edu.

Bruce: Thanks for looking into that, Shawn! I feel I better ask a couple more questions before time runs out...Who are the biggest "hirers" for private wealth management? How many students get hired into this area each year? Are most of these positions in NYC, or are there some in the SE?

John R.: Bruce: Goldman is our top hirer...they take 3-5 per year. Morgan Stanley, JPMorgan Private Bank, and Credit Suisse can take 1-2. Most firms are set up to hire thru NY and then place students in regional offices.

Bruce: Thanks, Shawn! That's great news. Last question...approx how many students make it into Private Equity each year?

John R.: Bruce-we have a small number of students that transition to private equity. Our first annual private equity conference will go a long way in increasing our exposure to future opportunities.

Bruce: Excellent. Thanks for fielding all of my questions, Shawn!

eric l.: sort of along bruce's line of questioning, is there a career site we can look to see how many of the goldman hires go to IB or S&T and the like?

Rod: John R: In response, to Bruce's question... Are the internships in the NYC area as well?

Julie W.: Rod: Yes, NYC.

Rod: What industries/functions typically add bonuses during the recruitment process?

Sandy_KFBS_CMC: Rod: Over 85% of the class had signing bonuses last year.

Nathaniel J.: Where are the largest concentrations of KFBS alumni?

Sandy_KFBS_CMC Nathaniel: Finance is the area into which the highest percentage of our students go.

Nathaniel J.: Sandy: Region?

Sandy_KFBS_CMC: Sorry, Nathaniel. The largest percentage of our alums are in the southeast.

Cassidy: thank you all. one simple final question...do any of you have friends in admissions that might be able to help me transition from the waiting list to the accepted list? j/k (kind of)

Julie W.: Cassidy, I work in Admissions. As I suggest to other waitlisted candidates, contact the Associate Director who is in charge of your geographic region, and reiterate your interest in why you want to attend Kenan-Flagler. You can also ask the Associate Director if they have any particular suggestions for you.

Cassidy : thanks Julie! i live in washington dc...would that be Alison Hope Jesse?

Julie W.: Cassidy, yes it is Alison Jesse.

Elynn: Back, just had telephone interview. Hope I have the luck!

Tanuj: is anyone here ?

Rod: What is the average salary for graduates? Internship?

Croft_KFBS2009: Unfortunately we are out of time, but we welcome your interest in Kenan-Flagler. If you have further questions, you can email mba_info@unc.edu. The transcript for today's chat will be available in the next two weeks at [http://www.kenan-flagler.unc.edu/Programs/...](http://www.kenan-flagler.unc.edu/Programs/)

Elynn: Thanks very much!

Jeff_KFBS_CMC: Thank you all for the time today.