Be successful.

Introduce yourself.
• Give your name, class year & academic area of study.
• Offer a handshake and a smile.

Ask questions.
• Can you tell me more about your organization?
• Do you have any upcoming job or internship opportunities?
• What kinds of skills or experiences are you looking for?
• If I want to apply or learn more, what are the next steps?
• Could I get your business card and/or contact information?

Take notes.
• Make notes during/after a conversation with the name(s) of the people you met and the things you discussed.
• You don’t have to “hide” while making notes. Making notes shows that you’ve learned something important.

End the conversation.
• “This has been helpful. Thanks for being here today. It was nice meeting you.”
• Offer a handshake and walk away.
• If they have free stuff on the table, ask, “Would it be okay if I took one of these?”

Follow up.
• Send thank you email notes to select employers.
• Find and connect with companies/organizations and individuals on LinkedIn.
• Need to improve your profile? Stop by the Hub for help.
• If someone recommended that you do something – then do it!
SEPTEMBER

Johnson Lambert Recruiting Social
For grad & undergrad accounting students
Wed, Sept 14, 5:30pm
RSVP Required: https://bit.ly/2bci5JT

Interview Like a Pro: Tips from a Recruiter
Mon, Sept 19
12:15pm: Key Bank reps will share interviewing insights and tips.
1-2pm: Resume Review & Office Hour. Stop by for a review of your resume, or to talk about career opportunities with Key.
Kalkin Hall, Room 225

Gallagher, Flynn & Co, LLP
Open House/Info Session
For grad & undergrad accounting students
Wed, Sept 21, 6pm
RSVP Required by 9/17: jjeffery@gfc.com

McSoley, McCoy & Co Open House
For seniors & MAcc students only
Mon, Sept 26, 4:30 – 6:30pm
Burlington Country Club

Senior Series: Resumes & Cover Letters
Hear from a recruiter the best way to impress with your resume & cover letter.
Tues, Sept 27, 12noon – 1pm
Career Center: Davis Center 204

Grad School Fair
Visit with reps from all over the country.
Wed, Sept 28, 2-4pm
Davis Center 4th Floor
https://go.uvm.edu/gradfair

Careers in Finance Panel & Speed Networking
Learn about different finance career paths from UVM alumni.
Fri, Sept 30, 10:30am – 1:30pm
Register through your 12Twenty account.

OCTOBER

Ice Cream & Internships
Get the scoop: Talk w/ local experts about how to prepare & where to find internships.
Thurs, Oct 6, 1-4pm
Davis Center 4th Floor
https://go.uvm.edu/icecream

Careers in Marketing Panel & Speed Networking
Learn about different careers from UVM alumni.
Fri, Oct 7, 11:30am – 1:30pm
Register through your 12Twenty account.

Fall Career Fair
Visit with 130 Vermont and national employers who want to recruit you!
Wed, Oct 19, 1-5pm
Davis Center 4th Floor
https://go.uvm.edu/careerfair

Post Career Fair Networking Reception
Network with employers from the Career Fair.
Wed, Oct 19, 6-7pm
Kalkin Lobby
Register through your 12Twenty account.

Job Shadowing
Spend a day shadowing an alum during winter break.
Application deadline: November 2
https://go.uvm.edu/jobshadow

GO.UVM.EDU/MONEY
An interview that ends in a job offer is not the result of luck. Preparation is key! Preparing for an interview will help you present yourself in a relaxed manner and will reduce the chance of getting flustered by unexpected questions. Once your cover letter and resume have gotten you in the door, it’s up to you to let the employer know why you are the best person for the job.

**Practice & Prepare**

Use Big Interview (a free video interview-prep tool) to practice just about every question you’re likely to get in over 20 industries using your webcam and this system of on-demand mock interviews. [http://go.uvm.edu/biginterview](http://go.uvm.edu/biginterview)

**Talk with a Career Counselor**

For 10-15 minute conversations, drop-in at the Hub (Mon-Thur, 1-4 pm & Fri, 1-3 pm). For longer conversations, call the Career Center for an appointment. Counselors can interview you with common questions, then offer you feedback. (i.e: a mock interview)

**TIPS**

**Dress**

More conservatively than normal.

**Punctuality**

Be early, not late.

**Listen**

Listen well so that you can answer well.

**Talk**

Be friendly to receptionists.

Participate in small talk before the interview.

**Body language**

Avoid nervous habits, make eye contact, smile.

**Act interested**

Take notes, ask questions.

**Answer questions**

Respond directly or ask for clarification if you’re unsure.

**Ask questions**

Prepare questions in advance. Bring notes if necessary.

**Evaluate**

Immediately after the interview, consider how you feel.

**Send a thank you**

Send a formal email within 24 hours.

**Remember:** You are interviewing the employer or organization just as much as they are interviewing you. You want to make sure the employer or organization is a good fit for you too. Ask thoughtful questions that will help you know if this is a good fit.

Don’t miss out on a great job because you didn’t practice and prepare.
## Audit Accounting
- Bilodeau Wells & Co. (2)
- Crowe Horwath (4)
- Davis & Hodgdon Associates (5)
- Gallagher, Flynn, & Co. (9)
- Grippin Donlan Pinkham (10)
- JMM & Associates (13)
- Johnson Lambert & Co. (14)
- KPMG (17)
- PricewaterhouseCoopers (21)
- Raines & Fischer (15)
- RSM (23)

## Corporate Finance
- Blue Cross & Blue Shield VT (3)
- Duff & Phelps (7)
- Engineering Ventures (8)
- National Life Group (20)
- State Street Corporation (24)

## Financial Accounting
- Aon Insurance Managers USA (1)
- Bilodeau Wells & Co (2)
- Blue Cross & Blue Shield VT (3)
- Davis & Hodgdon Associates (5)
- Duff & Phelps (7)
- Engineering Ventures (8)
- Grippin Donlan Pinkham (10)
- JMM & Associates (13)
- Logic Supply (18)
- National Life Group (20)
- Prudential (22)
- Raines & Fischer (15)
- RSM (23)
- State Street Corporation (24)

## Financial Analysis
- Davis & Hodgdon Associates (5)
- Duff & Phelps (7)
- JMM & Associates (13)
- Logic Supply (18)
- Maple Capital Management (19)
- National Life Group (20)

## Financial Consulting
- Davis & Hodgdon Associates (5)
- Duff & Phelps (7)
- Harm & Harm Financial Consulting Group (12)
- Prudential (22)
- Raines & Fischer (15)
- Strategic Risk Solutions (16)

## Financial Management
- Davis & Hodgdon Associates (5)
- Harm & Harm Financial Consulting Group (12)
- Maple Capital Management (19)
- National Life Group (20)
- Prudential (22)
- Raines & Fischer (15)

## Financial Planning
- Davis & Hodgdon Associates (5)
- Engineering Ventures (8)
- Grippin Donlan Pinkham (10)
- Harm & Harm Financial Consulting Group (12)
- Maple Capital Management (19)
- Prudential (22)
- Raines & Fischer (15)

## Insurance
- Aon Insurance Managers USA (1)
- Blue Cross & Blue Shield VT (3)
- Harm & Harm Financial Consulting Group (12)
- National Life Group (20)
- Prudential (22)
- Strategic Risk Solutions (16)
- Captive Insurance
- Aon Insurance Managers USA (1)
- Strategic Risk Solutions (16)

## International Accounting
- Bilodeau Wells & Co (2)
- Duff & Phelps (7)
- Grippin Donlan Pinkham (10)

## Investment Banking
- State Street Corporation (24)

## Managerial Accounting
- Davis & Hodgdon Associates (5)
- Engineering Ventures (8)
- Grippin Donlan Pinkham (10)

## Money Management
- Harm & Harm Financial Consulting Group (12)
- Maple Capital Management (19)
- Prudential (22)

## Public Sector Accounting
- Grippin Donlan Pinkham (10)
- Johnson Lambert & Co. (14)
- Raines & Fischer (15)
- RSM (23)
- Davis & Hodgdon Associates (5)

## Real Estate
- Duff & Phelps (7)

## Tax Accounting
- Bilodeau Wells & Co. (2)
- Crowe Horwath (4)
- Davis & Hodgdon Associates (5)
- Duff & Phelps (7)
- Gallagher, Flynn, & Co (19)
- Grippin Donlan Pinkham (10)
- JMM & Associates (13)
- Johnson Lambert & Co. (14)
- KPMG (17)
- PricewaterhouseCoopers (21)
- Raines & Fischer (15)
- RSM (23)
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<tr>
<th>Table #</th>
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<td>National &amp; International</td>
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<td>Bilodeau Wells &amp; Company</td>
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<td>Intern &amp; Full Time</td>
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<td>Duff &amp; Phelps</td>
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<td>Engineering Ventures</td>
<td>Full Time</td>
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<td>Gallagher, Flynn, &amp; Company, LLP</td>
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<td>Strategic Risk Solutions</td>
<td>Full Time</td>
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<td>KPMG LLP</td>
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<td>Prudential</td>
<td>Full Time</td>
<td>New England</td>
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<td>RSM (formerly McGladrey)</td>
<td>Intern &amp; Full Time</td>
<td>New England</td>
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<td>State Street Corporation</td>
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<td>National</td>
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<td>National Life Group / Sentinel Asset Management, Inc</td>
<td>Intern &amp; Full Time</td>
<td>New England</td>
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</table>
On-Campus Interviews: Application Deadlines

Sept 8  Raines & Fischer, NYC: Staff Accountant (28754) & Intern (28753)
Sept 13 Grant Thornton: Audit (29053), Audit Intern (29051), Tax (29050), Tax Intern (29052)
Sept 18 Citi: Sales & Trading Summer Analyst Program (28967)
Sept 28 RSM: Audit (29063), Audit Intern (29061), Tax (29064), Tax Intern (29062)

Full Time

Baker, Newman, Noyes
Audit and Tax Staff (28789)

Blue Cross & Blue Shield of Vermont
Staff Accountant (28805)

Calm Water Business Partner
Senior Accountant (28900)

Gallagher Flynn & Co
Experienced Audit Accountants (27361)

KPMG
2017 Associate Audit (24160)

National Life Group
Financial Analyst (28597)

People’s United Bank
Financial Service Associate/Personal Banker (28757)

PricewaterhouseCoopers
Career Opportunities (28892)

Prudential
Financial Professional Associate (27679)

Internship

Baker, Newman, Noyes
Accounting/Finance Intern – Summer 2017

PricewaterhouseCoopers
Career Opportunities Fall 2016 (28892)

For more information about these and other positions, search the (posting number) in the Catamount Job Link.

Catamount Job Link

www.uvm.edu/career/cjl

- Search for off-campus jobs & internships
- Resume & cover letter review
- And much more!
Take notes. Besides making you look interested, they will remind you to follow up on things.

Class of 2017: Did you meet your future employer today?

When you land a job or get accepted to grad school, share your success. uvm.edu/shareyoursuccess

GO.UVM.EDU/MONEY