



# The ReCap

Volume 3 | Issue 4

## Co-President's Welcome

Dear ladies,

It is hard to believe that we are yet again at the end of another year! With the 3 months summer break upon us, it is easy to think that we have all the time in the world to do the things we want. However, more often than not, these 3 months will pass and before we know it, we will be back at class wondering what we have done with our time!

So besides the occasional time-out on the beach and getting our healthy dose of Vitamin D, it would be a good idea to set some goals for yourself, and think about the things you would like to achieve by the end of this summer. Whether your goal is career-focused or on skills development, you should set out a plan and act on it now! Some great ideas are to do an internship, travel and explore different cultures, learn a new language, or do summer school so that you can spread out the study workload during the semester.

Following are some invaluable tips from recent graduates providing insights into what they think would make a productive summer. For those who are currently undertaking internships, this December edition of The ReCap is jam-packed with tips on how to make the most out of your internship, so it is not to be missed!

Without further ado, please enjoy our latest edition of The ReCap. We hope you have had a wonderful year, and we look forward to hearing all about your exciting summers when we return in 2012!

Jessye Lin  
Co-President 2012

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Capital W is proudly sponsored by Australia's leading organisations:



***Pottinger is delighted to have partnered with Capital W. We believe that for the tomorrow's business community to truly thrive and perform, diversity is essential. As a leader in financial services, it is our responsibility to aid and facilitate this to make it a reality.***

### **What we do**

Pottinger is a leading corporate advisory firm. We provide outstanding advice to large corporates and Government, focusing on corporate strategy, mergers and acquisitions, capital structuring and policy. We have a reputation for our ability to deliver advice that can be implemented and transactions that have true strategic benefit. We do not believe in a one size fits all approach, rather we believe that every situation needs an individual solution. Our solutions although not over-engineered, are often creative and innovative. Alongside our quality of advice, we offer our clients discretion and confidentiality.

Diversity of perspective is highly valued by our clients and thus we have always had a focus on ensuring a diverse workplace.

### **How we do it**

In an advisory business our most valuable asset is our people: their ethics, their integrity, their individuality and ability. The experience and wisdom comes with time and with the right people this is quickly absorbed. It is the contribution of each individual in the team that allows Pottinger to deliver exceptional results to our clients. Our recruitment procedure is rigorous to ensure that we hire people who want to be part of our vision, our future. We look for many attributes including academic achievement, community involvement, and an ability to engage and work well with others. We are not looking for group think, but we are looking for people who want to work in a team. Our training, development and performance programme provides staff with a tailored development pathway, ensuring they are equipped to reach their full potential.

Our approach to clients is to first understand their needs. This allows us to ensure that we can develop a solution that is optimal. The following client accolade is what we together work tirelessly to deserve.

*"From the outset, Pottinger demonstrated a real understanding of the complexities of our business and the challenging environment in which we are operating – as well as the potential impact of the regulatory and political landscape on our strategic decision making. They brought genuinely insightful strategic context in a number of key areas."*

### **Why diversity matters**

Aside from the obvious issue of fairness and equity, diversity is important as it delivers better business outcomes with a healthy mix of views. Gender equity is just one part of diversity but an important one.

There are numerous studies that show that an appropriately diverse mix on company boards brings about better decision making, a more collaborative environment, and more effective leadership. The business case for diversity is not just a matter for boards, but also for executive leadership in any organisation so diversity is a business imperative that must be nurtured at school, in universities and in the workplace.

Pottinger benefits greatly from our diverse team – we enjoy fresh and varying perspectives, increased creativity, and a team that is engaged, inspired and motivated.

Pottinger will continue to work with businesses and the community to bring about greater diversity and we hope that you will too!

After years of hard work and intensive study, the concept of having a few months of "freedom" with no prior commitments or deadlines to meet can be so welcoming it's almost overwhelming. Many students are so involved in their studies that they do not plan how to best use this golden time to enrich their lives.

It is easy to get caught up in the romantic idea of "doing nothing" for a few months, but in reality, most of us get restless after only a few days. This begs the question: what is the best way to spend a well-deserved summer break?

Before joining The Boston Consulting Group in 2009 as an Associate, I took 6 months off. In that time I worked; I went on holiday; I studied a foreign language; I did some volunteer work; and I earned a bit of pocket money with some university tutoring. And my only regret is that I didn't do more in the time I had! So take some time to reflect on the things you want to do, and find a way to make them happen.

## *Go on holiday*

Let's face it, it's not often that we are able to take an extended holiday without needing to worry about applying for leave! A study break is the perfect opportunity to succumb to that travel bug and tick a few countries off your "to do" list. However, if like me you are easily bored ...

## *Go on a productive holiday*

When you go on holiday for a week or two, you soak up as much as possible in the limited time you have, and try to see and do everything. However, when you go on a longer holiday, you might want to learn a new skill, or discover a new passion. Perhaps the best thing I did in my precious time off between study and work was to spend a couple of months living in Athens and doing an intensive Greek language course. I made friends from across the world, learnt about life in a foreign country, and acquired a skill I have always wanted. If a new language is not your thing, ask yourself what else you have always wanted to master and whether you can do it away from home.

## *Internship*

During one of my undergrad summer breaks, I spent 3 months completing an internship at an engineering consulting firm in Sydney. I not only earned money but also learned more about various industries and ways of working; had opportunities to network; and experienced life as a consultant. If you do not have a job lined up or you're not sure what industry or role you want to go into, an internship is a perfect opportunity to find out – and many people end their break with a job offer or two under the belt. Remember, even if a company does not offer internships on its website, it never hurts to make contact and express interest.

## *Volunteer*

Those who can, do. Those who can do more, volunteer. No matter what skills you have, there is a role out there for you that will allow you to get involved and help others. During my time off, I found a flexible volunteer role that allowed me to be as involved as I wanted in the time I had available. It meant that even when I started work with The Boston Consulting Group, I could still attend one or two weekend events per month. Volunteering is also a great way to meet people and, when work seems overwhelming, it's good to disconnect and think of other people for a few hours.

The best advice I can give is to plan early: overseas programmes may require applications; and internships often require interviews. If you want to do a bit of everything, think about mixing it up. For example, 'voluntourism' is exactly what it sounds like: combining volunteer work with travel. From building houses and schools in Africa, to working in women's shelters in Asia, the possibilities are endless.

Good luck, and enjoy your precious free time!

Elisse Zarimiss  
Senior Associate  
The Boston Consulting Group

# Using your summer productively



The summer break is a great time to test-drive career options by taking on an internship, work experience or work shadowing. It's also a great chance to put in practice the skills learnt through the year.

Many firms offer internship programs to students, usually in their penultimate year. Most programs provide real-world experience and the opportunity for students to prove themselves in a work environment. Internships are also an important component of many firm's graduate recruitment strategy, with many offering graduate roles to interns upon their graduation.

Shorter work experience or shadowing may also be available as for students not yet in their penultimate year. Work experience can bulk up a CV, demonstrate an ability to operate in a commercial environment and importantly, allow students to determine whether they are on the best possible career path to their suit skills, strengths and interests.

The best thing about taking on an internship or work experience is the chance to get a true flavour of what the work environment is actually like, behind the glossy advertising. Importantly, work experience also enables students to determine whether an organisation or industry is right for them.

For a number of industries, work experience or internships are becoming vital to ensuring students stand out from the masses when looking for graduate roles.

The question is, once you have a foot in the door, how do you succeed in turning it into a graduate job?

## Top tips for success in your internship include:

**Be enthusiastic.** You may be asked to complete a dull task but always make sure you show enthusiasm and eagerness to work hard. The task may be integral to the work of others so completing it accurately and swiftly can be invaluable to a team.

**Show initiative.** You may have the chance to add value so always look to go one step further with any task or project you are given. Use every opportunity to excel. If you embed yourself in the organisation, even with the simple tasks, people will want you to stay longer!

**Ensure you are always producing high quality and timely work.** A common mistake when you are new is to underestimate the time needed to complete a task. Give your manager regular feedback about how you're tracking on each project to give them the confidence that you will meet deadlines.

**Network.** Be proactive and introduce yourself to people both internally and externally. Make yourself known to people outside your wider team, not just your line manager, as feedback will be sourced from everyone you work with. Your ability to get on with other interns will also impact the feedback you are given. Forming a network with other interns will also help you to get tasks done and navigate the wider firm effectively. Externally, keep in contact with friends doing internships and work experience over the summer. Listening to their experiences may help you to determine whether you are in the right place. The more you talk to others, the more you will begin to work out where you want to be – role, industry and firm.

**Ask lots of questions.** Everyone expects and wants interns to ask lots of questions. Curiosity shows engagement. Whilst you are an intern, people expect you to have limited knowledge of the industry so take the opportunity to find out as much as you can before you return as a graduate.

**Seek regular feedback and respond openly to criticism.** Always ask for feedback on your work and how you can improve. Learn from the mistakes you make and ensure you don't repeat them. The more open you are to feedback, the more willing people are to give it and the more forgiving they are when you make a mistake.

## Remember, an internship is an extended interview!

At the end of your work experience or internship, reflect on your time and the new skills you have learned. Update your CV while it is all fresh in your mind. If it does not lead to a graduate job offer, don't be disheartened. There are a myriad of reasons why a company may not be in a position to offer you a role. Listen to the advice offered by the people you work with and keep up your networks, you never know when they may be useful!

# Navigating the Recruitment Process

*That hard-earned degree is within sight, but do you have a clear view on your employment prospects? While you have some time during the summer holidays, start planning and thinking about how to navigate the recruitment process once the season begins.*

## The Recruitment Process

The cycle begins when you and prospective employers start gathering initial information about each other. You'll have an opportunity to attend campus events and exchange first impressions with business representatives. Stay abreast of such events with your Careers Centres and company websites and plan your strategy in advance.

How to prepare? First, be yourself. Firms look for skills and academic performance, yes, but also for well-rounded and confident individuals who will contribute to their company culture. Do your homework on firms that interest you and tailor a few questions specifically to their operations.

Keep yourself updated about financial news so you may ask a couple of topical questions. You don't have to be an expert, but you'll impress business representatives by showing an interest in global affairs.

At the event, put your best foot forward. Treat the recruitment event as an interview with appropriate attire and polished appearance. Introduce yourself with a smile and a handshake. Be succinct in your questions, acknowledge responses and maintain eye contact. If you've made an impression, they may follow up with you.

## The CV

Once you have decided the area in which you are interested, you will be required to apply online with a CV— the formal document that describes your skills, accomplishments and interests. Be sure it's accurate, up-to-date and competitively positions you as the best possible candidate. Here are some essentials:

- Refrain from graphics and restrict color and type formats. It's fine to use bold or italics for emphasis, but use them modestly
- Double-check all your contact information

Your CV should cover four areas:

- **Academics**, which include GPA and other scores, courses of study, mention of scholarships
- **Experience**, such as relevant jobs, internships, school activities and volunteer work—anything that positions you as a leader and a doer. List in reverse chronological order (most recent first) and include a brief description of each job and the dates.
- **Personal** information about who you are beyond your university degree. It's an opportunity to mention your interests, talents, languages, or travel experiences.
- **Awards, honours or publications** will let recruiters know you've made a name for yourself in your community.

Use strong words in a consistent and active voice. Good examples: Directed, Developed, Managed, Performed, Led, Headed, Created, Coordinated, Produced.

Be prepared to account for any gaps in activity. If you took time off from your education, note that, especially if you were engaged in activities that built your skills or your character.

Finally, do more than just a spell check. Print out your CV and read the hard copy, paying attention to consistent tenses, parallel construction, formatting errors. Ask professors or career advisers to review. Try to keep it to two pages.

Your CV is a factual account of your experience and shouldn't include anything that can't be verified or supported. It should not include confidential information about previous projects or employers.

Be sure to include a cover letter, which serves as a brief introduction to you and your specific interest in the position. Your letter should complement your CV, not repeat the details. Keep it to two paragraphs, ensuring it's properly addressed to the appropriate recruiter and firm.

## The Interview

If your preparations have paid off, you'll be called for an interview. Typically you'll spend up to an hour with an interviewer(s) who will ask questions that will help determine your competencies, knowledge and potential for success. You should also prepare some well-thought out questions to ask your interviewer, it will show your interest and curiosity.

*What does Credit Suisse look for?* Potential leaders with demonstrated problem-solving skills and the ability to deliver results. These are students who, despite their significant workloads, have invested time and effort in on-campus activities such as leading student organisations. We seek students who have raw intellectual ability and excellent communication skills that will benefit them in our collaborative environment.

Some business areas may have additional assessments such as job-specific exercises, or exercises for determining your ability to work in a team.

You may go through several rounds, so be prepared and confident for each meeting. Be sure you have good talking points on the following:

- The firm's culture, position and ranking in the industry
- The position offered, and the skills required
- Trends and current issues in the financial industry
- What you can contribute and why you are suitable for the role

It's easy to get tongue-tied, but taking a moment before answering tough questions will help you gather your thoughts and formulate your answer. A considered and concise answer shows self-control and an ability to organise thoughts.

Be prepared to discuss everything on your CV and where possible, provide examples of what you've accomplished or what you've learned.

# Using Your Summer Productively

By Claire Tam Consultant at Ernst & Young

You have finally completed your final year of high school and have successfully overcome the demon that was the HSC. You made it into the university and course of your dreams and, somehow, amongst the flurry of all the classes and/or uni parties, the final years of your course have crept up on you and you are about to enter THE BIG OUTSIDE WORLD.

For many, leaving the protective walls of the classroom is a daunting experience, filled with questions surrounding the future and that unrelenting suspicion that you are about to make a decision that will doom you for the rest of your life.

As somebody who has only recently made her first step into the working world, here are my top tips as to how to best use your summer productively to ensure that, when the time comes, you will make the right decisions for your future.

## Top tip #1: Do your research

It is easy to become lost in the kaleidoscope of social activities available at uni, whether it be casting in a Revue, getting involved in student club activities, or travelling to exciting overseas locations on exchange.

Amidst all these commitments, though, it is important to find some time to research your future career options. Attend one (or more) of the many careers fairs organised throughout the year. Arrange a meeting with a careers counsellor at the Careers and Employment office. Talk to past graduates of your faculty about their chosen career path. Make use of the media to keep up with the latest industry developments.

The more research you do prior to your final year, the less likely it is that you will end up making a decision at the end of your degree based on sheer impulse and desperation.

## Top tip #2: Get some practical experience

Without a doubt, a good research option you can do to learn more about a particular industry or career path would be through practical experience either in part-time employment or participation in a vacationer/cadet program. I missed out on receiving a position as a summer vacationer in my penultimate year, but was fortunate enough to have had friends who were offered these positions. A group of friends had participated in the tax vacationer program at Ernst & Young and I remember they would often chat happily about their experiences over these few weeks. Through these friends, I was able to get more of an understanding of the nature of work involved in the tax industry, as well as the cultural environment of the firm. This information was certainly a valuable resource when it came to preparing my graduate applications in my final year.

## Top tip #3: Perseverance

If, like me, you were unable to participate in a summer vacationer program, do not give up hope. Make the most of your summer by continuing to do your research and finding as many opportunities as you can to get some work experience. The knowledge and skills collected in this time will strengthen your graduate applications and, in my case, became instrumental in landing me a graduate position in an industry and firm I can see myself in many years into the future.



# Work your Summer Internship



MACQUARIE

Summer is almost here, and for those of you fortunate enough to have secured yourself an Internship, congratulations! Summer Internships are fiercely competitive with a considerable number of applicants vying for the same positions. Internships are rich with opportunity, where you will have real responsibility, work and opportunities to jump-start your career.

We have asked Katie Wood, a previous Macquarie Summer Intern who joined us as a full-time Graduate earlier this year, to reflect on her personal experience as an Intern and provide some advice on getting the most out of a Summer Internship.



## **Tell us a bit about yourself – both your academic background and current role.**

I'm currently an Analyst in the Equity Capital Markets (ECM) team at Macquarie Capital in Sydney. I started as a Graduate in 2011 after completing an Internship at Macquarie in the 2009/10 summer. Prior to this, I studied

a Bachelor of Commerce (Honours) at the University of Queensland.

## **What enticed you to apply for a Summer Internship at Macquarie?**

At the time I applied, I had recently completed a few of the subjects comprising the finance major. I found them to be the most interesting courses of my degree so far and the concepts intuitive. I was confident that I would enjoy a career in finance and investment banking seemed to be one of the biggest challenges in the industry. However, I was unsure as to what investment bankers actually did in a day and thought that a Summer Internship would be an ideal way to find out! I targeted Macquarie because of its strong brand in Australia and leading market position. Further, Macquarie has specialist coverage across a broad range of industry and product groups which I saw as a key advantage.

## **What were your expectations of the Internship?**

I went into the Internship with a very open mind. What I was hoping to realise from the opportunity was to be challenged with interesting work, to improve my technical and analytical skills, and to have the opportunity to network with key players in the industry. On all counts, my expectations were exceeded.

## **What was it like working as a Summer Intern at Macquarie?**

In my experience as a Summer Intern I was largely tasked with the work of an analyst, which gave me real insight into the work I would be expected to complete as a Graduate. It is difficult to describe a 'typical' day as the work is often varied, however, you can be sure that it will involve a lot of team work and require a high attention to detail. As an Intern, you will be made to feel part of the team (be it an industry or product group), encouraged to speak up, and given the opportunity to take ownership of your work.

## **What was your most memorable experience from your Summer Internship?**

There were a few occasions where I got to sit in on meetings with clients and although I was nervous, being able to see the outcome of my hard work was a highlight. In addition, all the Interns became very close friends throughout the summer and those who returned as Graduates have been a huge support this year.

## **How did your role change when you commenced as a Graduate?**

In my experience, the role did not change drastically when I started as a Graduate. I was still working with the same team and on similar transactions. However, I did feel a heightened level of responsibility and even greater expectations.

## **What advice would you give to students on getting the most out of their Summer Internship?**

As an Intern, I think it is always helpful to maintain a positive attitude, and ask clarifying questions before starting a task. It is better to spend an extra two minutes making sure you are on the right track from the outset than several hours correcting your work later! I would also recommend that you make the most of the opportunity by networking with as many people as possible (including your peers). I used to be too nervous to ask my team (or people from other teams) to coffee, assuming they would be far too busy. What I have since learned is that although they are very busy, they will make time!

# A guide to getting the most out of your summer internship

*December 2011*

An internship is an amazing opportunity for university students to grow and learn, so it is essential that you make the most of the experience. A great way to do this is to identify at the outset why you want an internship and what you aim to get out of it. Thinking back to our internships, we wanted three key questions answered: (i) What is the industry really all about? (ii) Is this the life for me? and (iii) What is the best way to secure a graduate position? The following are our suggestions on how to best have these questions answered.

## What's it all about?

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- *Speak to people:* Everyone will have their own views about the pros and cons of working in corporate finance. The more people you can speak to, the better. You probably won't be able to experience a bevy of transactions or experience the turbulence of an economic cycle during your internship but you have the opportunity to hear from people who have.
- *Be proactive, not reactive:* It's easy to be forgotten or overlooked in the hustle and bustle of the working world. Don't wait for people to come to you. Reach out, build relationships, ask questions and offer your assistance.
- *Reflect regularly:* In a fast paced corporate environment, you'll find that the internship experience is over before you know it. Make sure you take the time to regularly digest the experience, reflect and seek out answers to questions that

## Is this for me?

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- *Use the internship as a snapshot:* Work hard during your internship and use it as an opportunity to get a window on the work that is involved in this career, and experience the highs and lows of your potential career. The more involved you are, the more certain you will be about deciding whether this really is for you.
- *Play to your strengths:* You were offered an internship because of your strengths. Learn to utilise those skills and play to your strengths but also use your internship to properly understand your key areas to develop, and start working on them.
- *Project yourself forward:* Consider what it would be like to work as an analyst, an associate or a VP. What are their diaries like? What do they spend their time doing? Do you think you could be doing their job given time? Ask yourself these questions during your internship. An internship may be your first position in your new career.

## What's my way in?

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- *You're nearly there:* If you've developed a sound understanding of your job and decided that a career in the industry is for you, you are probably already on the path to securing a graduate position. It's good to keep in mind that wherever you are working has invested plenty of time and effort in you and will want to keep you if you give them a good enough reason to.
- *Visibility:* Let people know who you are, particularly if you are just one in a cohort of interns. Show you are keen to learn. You can add value by producing high quality work, contributing during discussions, asking questions and by being enthusiastic.
- *Build relationships:* Solid relationships with your peers as well as your seniors are invaluable. An environment which allows frequent interaction with senior management will make this easier. Building these relationships will assist in securing a job (wherever that may be) and will continue to pay dividends throughout your career.

With all this in mind, remember to have fun. The challenge of the interview process is over and you now have in front of you a fantastic opportunity to capitalise on all of your hard work. An internship is a great window into working life, an immersive learning experience and can be that first step into an exciting new career. Good luck!

# Intern Diary: Here's how I got to spend my summer at UBS



## Andrew Gale

This summer I will be working with the general industrials team in the investment banking division of UBS. Having won the UBS investment banking challenge in 2011, I applied for, and was subsequently offered, an internship at the firm.

The challenge was a great opportunity to get a realistic and practical understanding of investment banking and the work that goes into advising clients on potential corporate transactions.

My team was also able to deliver our presentation to very senior people in the bank, who have a great insight into the types of issues clients face on a day-to-day basis. It was rewarding that these experienced professionals revealed a lot about how best to tailor advice to clients. Meeting many bankers at the Sydney office was also an enticing element of the investment competition for a WA-based student like me.



## The challenge lived up to its name

More specifically, the challenge required perseverance and determination. It was difficult and took up a lot of my time. I needed to be committed to achieving the goals I set at the start. My modeling and presentation skills were consistently being tested and improved throughout the three stages of the competition.

Creating the best presentation we could, both visually and content-wise, involved a high degree of attention to detail, technical skills and constant reworking. But all of this work has paid off because I believe that the skills I gained are as relevant to a career in investment banking as what I learnt at university. Participating in the challenge also helped me identify that investment banking was the place for me.

Moreover, reaching the national finals meant I was guaranteed a first-round interview for the UBS internship program. The interview was conducted over the phone because I live interstate. I then attended an assessment centre in Sydney, which involved a number of interviews, group tasks and presentations.

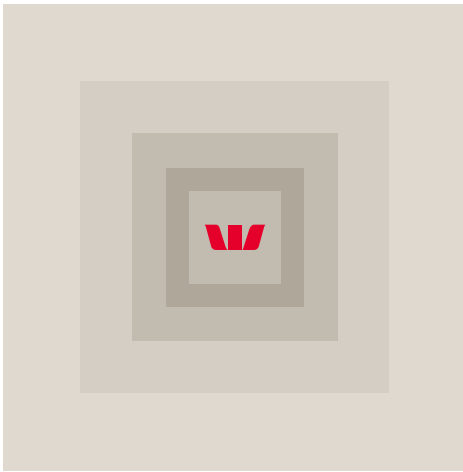
## What I want from my internship

I applied for an internship because I wanted to gain experience in, and exposure to, a wide variety of investment banking advisory work. I enjoy the personal, client-facing aspect of investment banking, as against the market-focused nature of sales and trading, so the choice was easy for me.

An internship also gives you a terrific understanding of how an investment bank works and exactly what investment bankers do. It's a critical step in deciding whether you're suited to and would enjoy a graduate position in the sector.

Over the summer I am hoping to gain exposure to both strategy and valuation work. I am looking to leverage the knowledge of those around me to learn as much as I can throughout the nine-week programme. Within the general industrials team, I hope to work on transactions in a number of different business areas, each with their own idiosyncratic drivers and business conditions.

*Andrew Gale is a UBS IBD intern in Sydney. He is studying for a Bachelor of Law and Commerce at the University of Western Australia.*



# Summer at Westpac Institutional Bank

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**Alison O'Rourke, 2012 Financial Markets Graduate, shares her experiences as an intern.**

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## **What made you decide to complete an internship program over the summer?**

Having studied maths and finance at university, I knew finance was an area that I had enjoyed learning about, but I wanted to make sure that I would enjoy working in the industry.

## **Briefly describe the responsibilities you were given during your internship**

I worked in debt markets research and foreign exchange options trading during my internship and I was able to learn about two very different markets. When I was at the research desk I assisted in the creation of files which prepared information from the market to inform traders of market behaviour and its implications. When I was working with the options desk I was responsible for executing trades, both spot and options. Though the responsibility of decision making was not mine, I had to know the market and system well enough to not make mistakes.

## **What are the benefits of completing an internship program during university?**

The main benefit for me was that I was offered a position in the 2012 Financial Markets graduate program with Westpac. I am currently completing an honours degree and it has been a huge weight off my shoulders to not have to go through the stress of applying for a job in my final year and knowing that I am about to go into a job that I enjoy.

## **What advice do you have for students also looking to take on an internship over their summer?**

It is definitely worthwhile to complete an internship if you get the opportunity. It puts a lot of what you already know about the industry into perspective and gives you the opportunity to discover areas that you are interested in and want to pursue further. Take the opportunity to learn as much as you can from the people you are working with - whether they have recently begun in the industry or have been working for many years. It is great to get an understanding of the different experiences that people have had to get where they are.

## **What other ways do you think students can prepare for graduate programs?**

I think that working in any role while you study is the best way to prepare. Even if you are not working within your preferred industry, you develop key skills such as time management, balance and work ethic. It also helps to keep up to date with current affairs within industry you wish to pursue e.g. the global markets and financial news. This will increase your understanding of the industry and help you to stand out both in the application process and once you start.

*For more information on Westpac internships visit [www.westpac.com.au/summerinternship](http://www.westpac.com.au/summerinternship)*

*Or for information on Westpac's graduate programs visit [www.westpac.com.au/graduates](http://www.westpac.com.au/graduates)*

**Westpac**

**Institutional Bank**



*Thank you to all of Capital W's members and volunteers who attended and contributed to this year's events and workshops. We have exciting, new initiatives lined up for 2012 so we hope you can join us next year as well!*

*The Capital W team wishes you a Merry Christmas and a Happy New Year.*



## *About Us*

Capital W is the first and only dedicated undergraduate women's business club at the University of New South Wales and in Australia. It was founded in 2007 by UNSW Co-op scholars as a grassroots approach to bridging the gap between university and the corporate world. Our goal is to motivate and educate talented female students of today – to give them the skills, confidence and inspiration they need to become successful business leaders of the future.

## *Our Vision*

To form a business-related women's club with a reputation for attracting talented female students and equipping them with the skills and networks to become future business leaders.

## *Our Mission*

To advance the career development of women in business through a network of undergraduates, professionals and faculty.



## *Join the Capital W team!*

At Capital W, the path to becoming an executive starts with volunteering. This involves helping to organise, market, and run events. Executives are selected from the volunteers based on their commitment, professionalism and ability. Get involved! Pop us through an email [capitalw.team@gmail.com](mailto:capitalw.team@gmail.com)! We'd love to get to know you!