
Wall Street Club Newsletter



Hello from the Notre Dame Wall Street Club!

With the Wall Street Club celebrating its 6th year in existence, the current board thought it would be valuable to create a newsletter updating our passionate alumni on the activities, initiatives, and membership of the club. In this three part series, we hope to keep you connected to our members and leadership, so that we can fulfill our goal of placing as many of our incredibly talented students as possible in Wall Street careers.

Included within:

- ❖ Club Background and Goals
- ❖ Current Board Members
- ❖ Summer Placement Statistics
- ❖ Wall Street Forum Update
- ❖ Interviews with Scott Malpass and Shawn Cappello
- ❖ Getting involved in WSC
- ❖ Calendar of Events

One of the unique aspects of our club is the active role alumni play in helping educate, prepare and place students. We would be remiss not to thank all of you for your efforts in helping our students. In addition, we would like to thank our club advisors, **Scott Malpass** and **Bob Rischard**, as well as our alumnus advisor, **Bill Smith**. Without the effort of these key individuals, the Wall Street Club would not have been able to achieve the sustained level of success it has seen over the past six years.

Please e-mail us with any comments you have on this Newsletter or thoughts you have for the next edition at wallst@nd.edu.

- Caroline, Andrew and Paul

Club Background and Goals

Background

The Wall Street Club was founded in the fall of 2010 and had just 25 members in its first class. Today, there are over 490 active members of the club, making it one of the largest and most influential business clubs on campus. While the population has changed, the vision of the club has not: to provide the resources, mentoring, and preparation needed to help undergraduate students obtain and excel in highly competitive internships and full-time jobs on Wall Street.

2015-2016 Goals and Initiatives

Increase Underclassmen Engagement

- ❖ Host bi-weekly meetings focused on underclassmen to increase attendance and active participation from Freshmen and Sophomores in the club.
- ❖ Expand the mentorship program further by increasing the number of Senior mentors, as well as by increasing the number of underclassmen who sign up for mentors.
- ❖ Build technical and work-related skills for students at an early age, in order to better prepare students for their interview and job search processes during their Junior and Senior years.

Create a database for young alumni

- ❖ Develop a young alumni database of recent graduates on Wall Street, defined as graduating within the last five years. The database will work as a supplement to the WSC website. The club seeks to keep the database up-to-date and designed to be utilized by graduated WSC members.
- ❖ Initiate a semi-annual newsletter to be distributed to current and past WSC members. The newsletter will contain updates on new initiatives, progress, placement statistics, and other information to allow WSC alumni to stay connected to the club.

Non-Business Outreach

- ❖ Expand active membership of club members majoring in Economics, Engineering, the Sciences and other majors outside of the Mendoza College of Business.
- ❖ In response to rising demand for Economics majors and an increase in investment in the Economics Department at Notre Dame, the WSC seeks to target Economics majors as potential members who we can help to land a Wall Street internship. To this end, the WSC has created a liaison position between Econ department and WSC.
- ❖ Engage Engineering and Science majors with focused meetings, providing education, guidance, and mentorship for students while fostering an interest in financial services.

Current Board Members

Co-Presidents

Andrew Lee, Morgan Stanley IB, Mergers & Acquisitions, Los Angeles, alee16@nd.edu

Paul Mascarenhas, Goldman Sachs IB, Leveraged Finance, New York, pmascare@nd.edu

Caroline Newell, J.P. Morgan Private Bank, Wealth Management, New York, cnewell@nd.edu

Vice Presidents

Alternative Careers

Blase Capelli, Leonard Green & Partners PE, Generalist, Los Angeles, bcapelli@nd.edu

Communications

Ben Conrad, Credit Suisse IB, Global Industrials, Chicago, bconrad@nd.edu

Connor Milligan, Credit Suisse IB, Global Industrials, Chicago, cmillig1@nd.edu

Interview Preparation

Griffin Carroll, J.P. Morgan IB, Investment Grade Finance, New York, gcarrol3@nd.edu

Brian Willis, Deutsche Bank IB, Global Industrials, New York, bwillis1@nd.edu

Markets

Patrick Roy, Deutsche Bank IB, Debt Capital Markets, New York, proy@nd.edu

Mentoring

Maureen Keating, J.P. Morgan IB, Energy, New York, mkeatin3@nd.edu

Will Kelly, J.P. Morgan IB, Consumer and Retail, New York, wkelly2@nd.edu

Non-Business Outreach

Matt Castellini, Bank of America Merrill Lynch S&T, Credit Sales, New York, mcastel2@nd.edu

Kent Zier, Credit Suisse IB, Global Industrials, Chicago, kzier1@nd.edu

Skills Workshops

Wayne Huang, Greenhill IB, Mergers & Acquisitions, Chicago, whuang4@nd.edu

Underclassmen Outreach

Meredith Lobb, Credit Suisse Private Bank, Wealth Management, New York, mlobb@nd.edu

Kevin Rajput, Bank of America Merrill Lynch IB, Leveraged Finance, New York, krajput@nd.edu

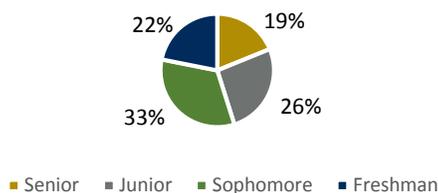
Young Alumni Outreach

Matt Siatczynski, Deutsche Bank IB, Natural Resources, New York, msiatczy@nd.edu

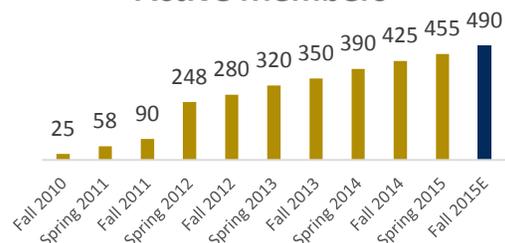
Note: All positions stated are Summer Internships

Club Information

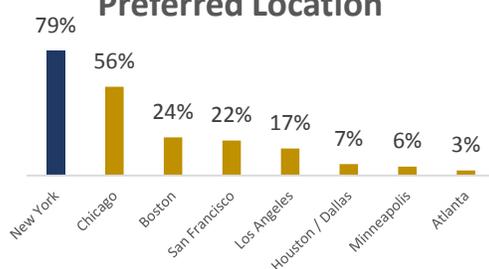
Class Breakdown



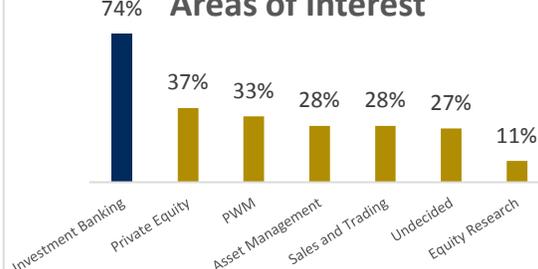
Active Members



Preferred Location



Areas of Interest



Wall Street Forum Update

The Wall Street Club hosted the Wall Street Forum on Wednesday, September 23rd. Professionals from Investment Banking, Capital Markets, Securities Trading and Asset Management, representing eight bulge bracket investment banks, traveled to campus to meet with students for the event. Participating firms included: Bank of America Merrill Lynch, Citi, Credit Suisse, Deutsche Bank, Goldman Sachs, J.P. Morgan, Morgan Stanley and Wells Fargo.

The event began with a panel discussion focusing on questions such as the cause of the panelists' initial interest in financial services, the future of the industry and the ideal qualities in an analyst. Following the panel, the event broke out into a networking session in the Mendoza Atrium with a number of professionals from each firm. The event drew a crowd of over 200 students, 134 of them being Juniors seeking internship opportunities for the summer of 2016. Each successive year has seen increased attendance and participation from both the students and the banks.

A wide array of students from various majors and graduating classes attended the forum. Students are able to initiate contact with Notre Dame alumni at the forum and start to form relationships with recruiters and contacts at the firm early in the recruiting season.

An Interview with Scott Malpass

Scott Malpass is Vice President and Chief Investment Officer at the University of Notre Dame, responsible for the investment of the University's endowment, working capital, pension and life income assets. Scott is a 1984 Notre Dame graduate and also received his MBA from the University in 1986. Through his 25+ years as Notre Dame's CIO, Scott has helped grow the University's endowment from \$425 million to some \$10 billion.

How have you seen the club evolve over your years as a sponsor?

Well, I will tell you it has been a fabulous experience. When the founders came to see me with their business plan and goals for the club, I honestly didn't know if we were going to need another club. We already had the Finance Club and the Investment Club, but when I spoke with them more and read over their objectives, I was really impressed. This is a focused club that is committed to exposing students to Wall Street and helping them prepare for Wall Street jobs. We have made a push to involve more underclassmen and non-Finance majors, like Engineers, which was something that was not the case at first. I was a Biology major and I didn't know the first thing about the differences between Sales & Trading, Investment Banking and Asset Management as a student. But, I love how we are now delivering this expertise in an organized, effective fashion and getting alums involved in the process.

How can the club help students of all grade levels land jobs on Wall Street and in the financial services community?

The club can help a lot with interview prep for students and giving them an opportunity to hear alumni come speak. There is nothing like hearing an actual practitioner bring the job to life because you can ask questions like, "What do I need to do

to be successful?", "What have been your experiences?" and "How can I differentiate myself?" In addition, it is important for the club to continue to build that network of alumni and let younger students know about those opportunities. Not

just from the obvious firms either. We have those pretty well-covered and they are incredibly important to us. But now that the club has been around a couple years, there are a lot of firms that offer really interesting experiences that may only take one or two kids every other year. But that is fine; a unique internship at a great firm for one kid every couple years can change their life.

What areas would you like to see WSC improve and how can this development be fulfilled?

First off, I want to make sure we solidify all the fundamental things we've been doing. It is a young club and I think the handoffs have gone extremely well. Many times you see student clubs have a huge drop off year after year when leadership changes hands. Not so in Wall Street Club. Leadership each year has learned and adapted to what has gone well or poorly and reformed their goals to these outcomes. However, given the focus on fundamentals and successful club handoffs, I would love see a bit more emphasis on Asset Management. There are more opportunities in Asset Management for top ND students today than there ever has been. I would like to see more emphasis on that.





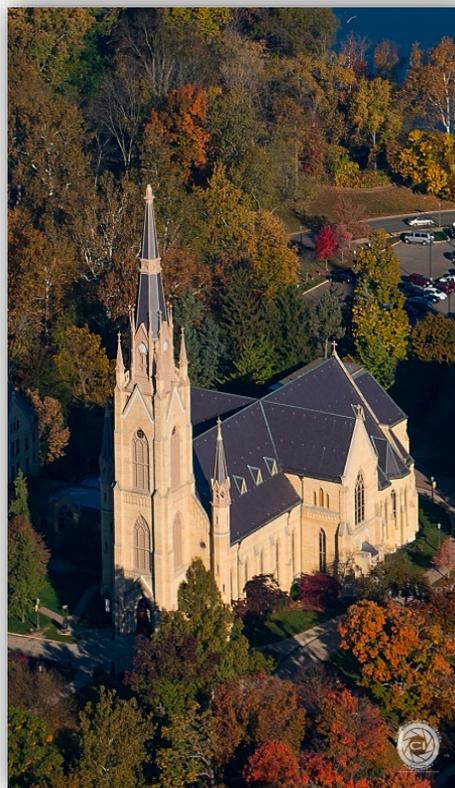
That means that we need to find more alums to help, more education on which firms could assist us and then get them to come on-campus to recruit. Even if it is one or two students a year that get this opportunity, Senior employees talk about their successful Notre Dame interns with their friends at Hedge Funds or top tier Private Equity shops and this gives Notre Dame better access to these markets, as well. Word of mouth and reputation are terrific assets on Wall Street.

What has been a favorite event of yours in Wall Street club over your years as a sponsor?

My favorite event is the pizza party that the presidents set up for Freshmen and Sophomores to familiarize them with the Wall Street Club, the investment office and what we do on a daily basis. We talk about the endowment and the club and it is a wonderful opportunity for younger students to get engaged. I really love these types of events because they are at a time in a student's life where they are just starting to think about their career opportunities and I appreciate their excitement and energy. Each year, I've enjoyed working with the presidents and leadership of the club as they have always been a focused and talented group with a commitment to achieving our goals. In addition, seeing the results of our work is also very gratifying. In the summer of 2008, we placed 72 kids on Wall Street and now this past year we placed more than 220. It is so rewarding to see students work so hard to develop this network and then help the younger kids along the way.

How can alumni help out?

Our alumni have been doing a fantastic job in helping our club to grow and succeed. Many will tell us when they are on-campus and find a time with club leadership to speak at meetings. The recruiting trips to Boston, Chicago and New York, where alumni have hosted students in their offices, are exceedingly valuable. In addition, being willing to talk to students, to share their experiences and give advice are incredibly helpful for the club. Even a two-week externship at the right firm with a great boss is incredibly helpful. A student can walk away and learn a lot about a certain area in just a couple of weeks. There are so many different kinds of investment firms, asset classes and styles of investing. They all have different ways of doing research and we have alums in all these different niches; so getting students in, giving them exposure to these alums and opening their eyes to these careers is fabulous.



An Interview with Shawn Cappello

Shawn Cappello is currently an Associate in Cerberus Capital Management, L.P.'s Private Equity Group. Prior to this role he spent two years as an Analyst in the Global Industrial Group within Credit Suisse's Investment Banking Division. Shawn graduated from Notre Dame in 2013 with a B.B.A in Finance and was a former Co-President of Wall Street Club.

How did you utilize WSC from Freshman to Senior year in terms of education and mentorship?

After the club was founded during my Sophomore year, it became a great engine behind my career in finance. During the club's first year, it was primarily focused on interview prep and discussions with current professionals in finance. It allowed me to meet more students interested in finance as well as gain exposure to various careers in the industry. By my Senior year, however, the club had grown dramatically. We built out the WSC to have multiple different leadership roles, engaging over 30 top Seniors in the club's efforts. The club never lost sight of its goal of educating students on the various opportunities in finance and helping them attain those positions, and even today I am able to leverage the relationships I built as part of the club.

What can the club offer for underclassmen outside of Junior year internship placement?

It's easy for a student to think he or she just needs to be engaged in the club Junior year, around interview season. While that is certainly a great way to help secure an internship, that student is going to miss out on a lot of amazing things the club has to offer. By staying involved throughout your four years, you gain the benefit of developing a rare network of upper and under-classmen and also the ability to tap into the business community

WSC has helped develop. Age is much less relevant once you graduate. You may end up working for students in grades below you, and you will definitely find it helpful to know people across various careers and roles. The connections you make in the club, whether with an alumnus speaker or a fellow classmate, are far more valuable than a Junior internship.



Were you able to utilize the connections/skills you developed in WSC to place into PE?

Absolutely. While no one directly from WSC is at Cerberus, I learned from my peers throughout the process. I talked to an array of those who I had met through the club to help steer me in my search and in preparation and also used the skills I gained interfacing with various professionals. WSC helped me gain the maturity and comfort to speak with professionals in the industry and be able to express my experiences and ideas clearly. WSC does a great job opening students' eyes to all of the interesting careers on Wall Street.

What has been your biggest takeaway from your experiences in WSC?

My biggest takeaway is that a business community can achieve far greater goals than an individual can. Many of us are trained growing up to study and do the best we can individually. Being part of an organization like this really is humbling because you are surrounded by other smart and passionate people. We were fortunate to have an awesome team of motivated peers, who all brought valuable skills and viewpoints to the table. Being a part of



the club teaches you that everyone has something to bring to the table and that no one point of view should be overlooked. I'd bet that if you tracked those who participated in WSC versus other community-based business clubs, that the WSC members would more easily attain their goals in the future. Not because of what Junior year internship they landed, but because they had a community of people who they could lean on down the road. The club helps foster a team mentality, which compliments Notre Dame's academic curriculum and sets the stage well for the "real world."

What is a favorite memory/event of your years in WSC?

While not officially sanctioned, the annual South Bend Silverhawks (now Cubs) events we had for club members were always a highlight for me each year. Interacting with people outside of the classroom is extremely beneficial in fostering relationships and building upon the Notre Dame community. I would like to add that I will always appreciate all the support we received as well as working closely with Lauren Baldwin and Joe Marek. The club would not be where it is today without the guidance and support of Bill Smith and Scott Malpass and the partnership with Lee Svete and Bob Rischard from the Career Center.

How can alumni stay involved?

Each year, a new set of presidents and leadership take the reins of the club. Those outgoing Seniors

want to see everything that they worked so hard on over the course of the year to last. While Bill Smith works fervently to make that transition smooth, alumni mentorship can really help a lot. It doesn't have to be anything formal but it is very important to continue to build that internal Notre Dame network and develop a Notre Dame pipeline at your firm. Everyone is busy, but the few minutes of your day you devote to a young student can make a significant difference in their careers and lives. Give back, make a difference and help other people achieve their career goals.



Getting Involved with the Wall St. Club

Post-Analyst Program

- ❖ Leverage the Notre Dame alumni network and help to keep young alumni engaged with the club, even after graduation
- ❖ Develop a resource for Notre Dame students finishing their analyst program, who are looking to make a career or location shift
- ❖ Educate and mentor young alumni in financial services to help them continue to grow and develop their careers

Campus Visits

- ❖ Speak to groups of students on campus to discuss aspects of your career and personal life, such as: background, career development, economic outlook, case studies, etc.
- ❖ Work with the Wall Street Club and your firm to organize: career education seminars, resume and interview preparation sessions, modeling and technical skill workshops, mock interviews, and mentorship opportunities
- ❖ Please alert the Wall Street Club if you are coming to campus and are willing to coordinate an event with the club through: wallst@nd.edu

Externships

- ❖ Help to provide Notre Dame students with real-world experience in financial services
- ❖ Partner with the Career Center's Externship program for Freshmen and Sophomores
- ❖ Sponsor a student to work or shadow at your firm for one-to-six weeks
- ❖ Benefits are immense, as underclassmen are able to gain a highly relevant and beneficial work experience before interviewing for their internships, while also providing them with career advice, guidance and Senior mentorship
- ❖ *"My externship [at Arsenal Capital Partners] allowed me to be fully immersed in the Private Equity field. The fundamentals that I picked up during this experience, have given me confidence in the general understanding of how a firm is valued and how to capitalize on investment opportunities."* – **CJ de Nicola, Junior Finance major**
- ❖ *"During my shadowing at Goldman Sachs and Credit Suisse, I was able to gain a deeper understanding of the various roles of an employee in Sales, Trading and Research. I was also able to network with numerous people in both firms, making lasting connections and gaining invaluable insights on the interview process."* – **Zach Winterstein, Junior Finance and ACMS major**
- ❖ *"[At Permira], I experienced the process of a live deal, from due diligence to execution, which provided me with instrumental insights into the nature of Private Equity. In conjunction with the technical skills I learned, I also had the privilege of working closely with deal teams and the investment committee to measure the viability of modeled returns."* – **Mark Grasberger, Junior Finance major**

Calendar of Events

October

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	Notre Dame @ Clemson 3
				Bessemer Trust 8		Notre Dame vs. Navy 10
4	5 Goldman Sachs Firmwide	6 J.P. Morgan Firmwide	7	Credit Suisse - IB Citi - Firmwide 15	Morgan Stanley GCM Lazard Freres-IB 16	Notre Dame vs. Southern Cal 17
11	12	13	14	Chicago Fall Break Trip		
18	19	20	21	22	23	24
			Houlihan Lokey Morgan Stanley IB	Robert W. Baird	Morgan Stanley S&T	Notre Dame @ Temple
25	26	27	28	29	30	31

November

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	William Blair	BMO Capital Markets		Bain - Sankaty Deutsche Bank Firmwide 5		Notre Dame @ Pittsburgh 7
1	2	3	4	5	6	Notre Dame vs. Wake Forest 14
8	9	10	11	12	13	Notre Dame @ Boston College 21
15	16	17	18	19	20	
			Thanksgiving Break			Notre Dame @ Stanford 28
22	23	24	25	26	27	
29	30					

❖ Tentative New York Winter Break recruiting trip early January 2016