

# MEET THE FIRMS SUCCESS GUIDE

## **Preparation:**

- Attend Resume Critique Night
- Bring a padfolio and print out at least 20 resumes
- Dress to impress: (Business Professional)
  - \* Wear comfortable shoes (you will be standing over three hours)
  - \* Go easy on bling and perfume (if at all)
- Think of questions you may want to ask the professionals:
  - \* Example questions:
    - \* Why did you choose "X" firm
    - \* (For a local firm): Does the firm specialize in certain industries?
    - \* (When talking with a young firm rep): How did you find time to study for the exam?
    - \* (For a local firm): What kind of training do you provide for new personnel?
    - \* (When talking with a young firm rep): What are the seasonal overtime requirements?
- Do not discuss:
  - \* Salaries
  - \* Examples of accounting fraud or irregularities

## **Meet the Firms:**

- Eat dinner before you arrive
  - \* There will be food at the event, however, spend more time with firms than with food
- Get to the event before it opens
  - \* There are more than 30 firms at MTF Night (30 firms / 3 hours = 6 minutes per firm)
  - \* Plan to stay the entire three hours
- Talk with as many firms as you can
  - \* There is a lot of turnover in public accounting, and you never know where you might land
  - \* Students who begin working at Big Four firms later move to smaller firms
  - \* Students who begin working at local or regional firms later move to Big Four firms
  - \* Most students who begin working for a CPA firm after college leave for an industry position within two years
  - \* See if you would be a good fit at that firm
- Make a good impression (You want the firms to remember who you are)
  - \* Firm handshakes and eye contact are important
  - \* Be interesting and engaging
  - \* Be enthusiastic about accounting and be enthusiastic about your classmates
  - \* Smile
  - \* Do not swear or make fun of any firm or any person
  - \* Even while you are eating and talking to friends, you can be overheard by firm representatives

## **After the Event:**

- Participate in Mock Interviews
- Act professionally
  - \* Attend all interviews that you schedule and do not cancel interviews at the last minute
  - \* Continue interviewing with firms even if you receive an offer
    - \* This may be your last opportunity to interact with the firms
    - \* You may find out that you like some firms more than you expected
- Stay up to date with application deadlines