Wake on Wall Street

SOCIAL—RELATIONAL—TRANSACTIONAL

Networking Guide—Financial Services

Sample Email 📧

Subject Line: Hello Mr. Hanson – Wake Forest

Dear Mr. Hanson,

I am a sophomore finance major at Wake. Will Lloyd and Steve Hale suggested I reach out to you.

My interest in Deutsche Bank and specifically your work in FIG investment banking comes from classwork, research, and experience at (XYZ). For your reference and context, please find my resume attached to this note.

Knowing you are busy, at your convenience, I would love to speak by phone for 15 minutes to learn more about your path to Deutsche Bank and to hear your thoughts on the broader investment banking space.

Warm regards,
Your Name

Sample Phone Introduction 📞

Hello Mr. Hanson. This is (your name). Thank you for allowing time in your schedule to speak with me today. I am a junior finance major at Wake Forest.

I am highly interested in Deutsche Bank and specifically about your work in FIG investment banking. I’ve already had an internship at (XYZ company).

(Ask good questions. See reverse.) Based on our conversation, who else should I contact? May I have the contact information? May I reach out to you in a week to follow up?

I appreciate your willingness to share your time and expertise with me. I look forward to following up with you. Thank you.

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### Questions to Answer

Be prepared to answer the following questions.

- Tell me about yourself.
- Why did you choose Wake Forest / your major?
- Why New York / Wall Street? Why do you want to work here?
- Why do you think your background/previous internship is relevant to this position? Why are YOU the one to be hired?
- What has been your biggest mistake and what have you learned from it? What is your biggest weakness / negative?
- What stood out to you in this morning’s Wall Street Journal? What deals/companies/policies are you following? (They are seeing if you are engaged and serious about this business).
- What stocks / bonds do you like? Why?
- What excites you most about the industry?
- If you have $100,000,000 what would you invest in and why?
- What is your favorite class and why?
- Who has been your favorite speaker and why?

### Questions to Ask

Prepare 3-5 questions about the interviewer’s role, firm, and career strategy.

- What is the culture of the firm?
- What specifically do you do in your area? Describe your day.
- How did you get to where you are now? What was your path?
- What specific skills, work experience or educational background can make me more competitive for a (position name)?
- What are the backgrounds of other employees in your department or company?
- What differentiates top performers in your group?
- What surprised you about your job? What do you most like or dislike about it?
- What are the primary results a person in this position would be expected to achieve?
- What challenges and opportunities are associated with the position?
- What does (breaking news, new account, policy, etc.) mean for the company?
- Based on our conversation today, who else would you recommend I talk to? Would you mind if I follow up with you with additional questions?

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