

RSM

“The Power of Being Understood”

Who is RSM?

- 5th largest provider of audit, tax and consulting services
 - More than \$1.6 billion in revenues
 - 80 cities and more than 9,000 employees in the U.S.
 - RSM International:
 - 6th largest provider of audit, tax, and consulting services
 - Presence in 120 counties
 - More than 38,000 people in more than 760 offices
 - \$4.6 billion USD in worldwide revenues

Vision: to be the 1st choice advisor to middle market leaders

Values:

- Respect: Treat others as you'd like to be treated
- Integrity: do the right thing
- Teamwork: Work together effectively
- Excellence: Be the best in everything you do
- Stewardship: Better our firm and develop our people

Who are our Clients?

- Middle market companies
- Represent the heart of commerce and industry in the U.S. and abroad
- Often owner-managed
- Emerging growth businesses
- Diverse industries

Industries RSM serves

- Manufacturing/ Distribution
- Financial Services
- Real estate/ Construction
- Consumer Products
- Public sector (Government, Higher Ed, NFP, NAS & Healthcare)
- Technology
- Private Equity Group
- Food & Beverage

How to prepare for a career in accounting

Resume

- Contact information
- Career objective
- Education
- Work experience
- Activities & leadership experience
- What you should keep in mind:
 - Length
 - Relevancy of information
 - Grammar
 - Paper quality & visual appeal
 - Emphasis on skills
 - Honesty

Cover Letters

- Elements to consider:
 - Addressee
 - Specificity
 - Length
 - Skills
 - Avoid restatement of resume
 - Demonstrate knowledge of prospective employer
 - Presentation quality
 - Necessity

Prepare

- Attend presentations
- Build your network

First Impressions

- How you appear makes a significantly stronger impression than what you say or how you say it
- 55% appearance & body language
 - what you are wearing, how you are put together
 - eye contact, hand shaking
 - respect for personal space
- 38% message delivery
- 7% literal spoken words

Communication Etiquette

- get the name right, make eye contact, shake hands, and avoid controversial topics & foul language

Be professional and Be Yourself.

Upcoming Events

- **August 30th: Accounting Fest**
- **September 9th: Mock Interviews**
- **September 13th: Accounting Expo**
- **September 22nd: Meet the Firms**