



# Deloitte.

## Campus Recruitment.

Prepare. Network. Stand out

# Today's Agenda

## Application Process

- Selection Criteria
- Purpose of a Cover Letter
- Building Your Resume

## Networking

- The Importance of Networking
- Online vs. Face to Face Networking
- Campus Host Program

## Upcoming Networking Events

- Deloitte National Leadership Conference (DNLC)
- Summer Socials
- Deloitte Office Hours

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# selection criteria

## Skills. And. Qualifications

Through your extracurricular, work and academic accomplishments employer's look for:

• Leadership qualities	• Client service excellence
• Team skills	• Time management ability
• Academic excellence	• Some experience in business
• Communication skills (oral and written)	• Humility, integrity and professionalism
• Initiative	• Analytical skills
• Organization skills	• Interpersonal skills

Bottom line = employers are looking for **POTENTIAL**



# The purpose of a cover letter

## Present. Your. Case

### Structure

• 1st paragraph	• Introduction, major, school, year graduating, position applying for, and other relevant information
• 2nd & 3rd paragraph's	• Focus on your qualifications for the position, state your outliers, show your personality!
• Closing statement	• Express your positive intentions on being interviewed and/or taking the next step

### Outliers

- Show how you are unique in your ability to add value to the organization
- Explain shortfalls in your resume or transcripts

**\*Spell Check ✓**

**\*\*Firm Check ✓ - Do not make this mistake!!**

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# The **perfect resume**

**Relevant. Information. Only**

- School and graduation date information
- Grade Point Average (G.P.A.)
- Work Experience (hrs/week)
- Extracurricular Activities (hrs/week)
- Volunteer Experience (hrs/week)
- Leadership Roles
- Honours and Awards



## **Use your resources!**

\*Keep past job descriptions, DON'T throw them away!

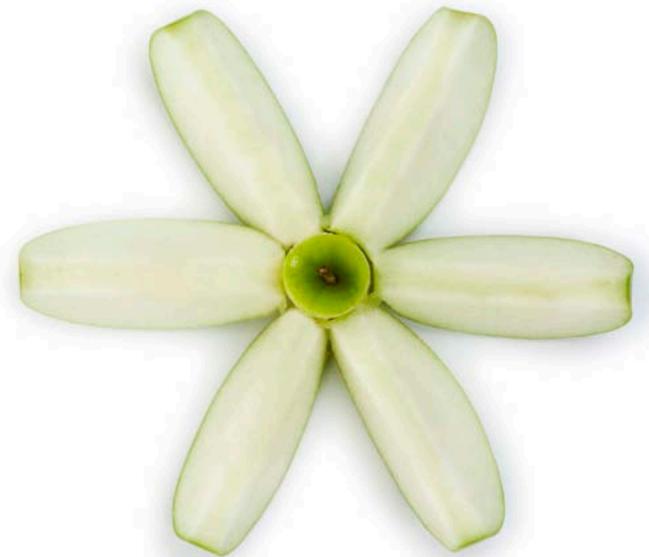
\*Treat job postings as your recruitment guide

\*Detail your resume to fit selection criteria

# helpful hint #1

## Helpful Hint:

- If you do not include your GPA on your resume we are going to assume that you have something to hide. Good or bad, make sure to put your GPA on your resume.
- Avoid time gaps in your resume/CACEE form.



# The importance of networking

## Create. And. Develop. Opportunities

- To make others aware of your job search and your career focus.
- To open up additional lines of communication in the job market.
- To increase your knowledge about a particular career field or industry.
- To find out more about potential employers.
- To discover hidden job opportunities.
- To open the possibility of creating a job where none currently exists

...Build your relationships before you need them!



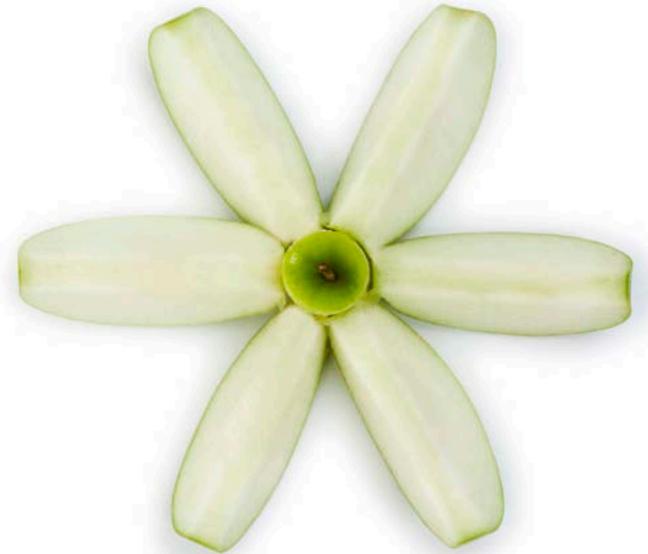
# helpful hint #2

## Set. Yourself. Apart

Many times we get asked, "How do you select from all of the resumes that are submitted?"

### Helpful Hint:

If two students have similar resumes and we have had the opportunity to interact with one of them, that student is more likely to get selected for an interview.





# networking categories

Establish. Your. Brand. Territory



- Telephone/Email
- Online Networking
  - Twitter
  - Facebook
  - LinkedIn
- Face to Face
  - Networking Events
  - Conferences (business & leadership)
  - One on one meetings (campus hosts)

\*Build rapport with Recruiting Manager- let us help you

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# online networking

Manage. Your. Social. Media. Brand

- Have you Googled yourself?
- What does the internet say about you?
- If you wouldn't want a potential employer to see it... don't post it



Show your interest in a company by connecting with them online!!

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# face to face networking

## Interactions. With. Firm. Professionals

- Be Yourself!
- Exude confidence without being arrogant.
- Be eager, upbeat, and enthusiastic.
- Show an interest in career opportunities and the Firm itself.
- Thank Firm professionals for their time with a handshake.

### **Ask for Business Cards!!!**

- Be sure to thank Firm professionals and recruiters for their time (e.g. email, voicemail, letter).
- Be specific, refer to something you spoke about, don't be generic.

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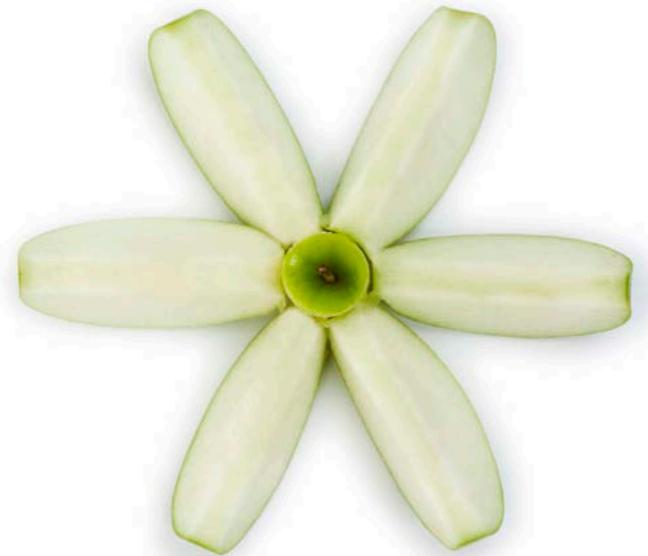
# helpful hint #3

## Make. It. Count

Everyone is different and has interests that are different from one another!

### Helpful Hint :

When you get some one-on-one time with a professional or recruiter, **MAKE IT COUNT!!** Ask questions that are of personal interest to you as opposed to the generic questions we hear all the time.





# campus host program

## Get. To. Know. Our. Staff. Accountants

- Program runs from May – October
- Open to all students with a keen interest in pursuing their CPA
- Provides students with an opportunity to connect with our first and second year staff accountants
- Campus host's act as your guide and advocate throughout recruitment season
- Students will have the opportunity to select their campus host in May

Information on our campus host program will be released through your career services centre in May

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# What's the **DNLC?**

**Deloitte. National. Leadership. Conference**

- August 21 – 23, 2013
- The conference consists of about a 100 students across Canada
- 3 days of indoor and outdoor workshops and group activities
  - Team building
  - Leadership skills
  - Negotiation skills
  - Games
  - Network with future leaders, students and Deloitte staff
- The conference takes place at the beautiful 5 star Deerhurst Resort in Huntsville, ON.
- Students will interact with Deloitte professionals of all levels

# Deloitte National Leadership Conference

## Selection. Criteria

The DNLC is for students who demonstrate:

- Exceptional leadership qualities
- Keen interest in pursuing their CPA
- Social and extra-curricular activities
- Strong academic background

“The DNLC was an unforgettable experience, because it taught me more than just leadership and teamwork. It taught me about myself... where I was, where I wanted to go, and what it would take to get there. I wouldn't have wanted it any other way.” - DNLC Participant



# Deloitte National Leadership Conference

## How. To. Apply

All applicants must submit:

- Resume
- Cover letter
- Most recent unofficial transcript

### Application Deadline

March 22, 2013 at 5pm

### Apply online

[www.deloitte.ca/campus](http://www.deloitte.ca/campus)



The top 70 students that apply to the DNLC will be invited to our summer socials!

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# summer socials

Learn. About. Our. Firm

## May Social

Thursday, May 23, 2013

## June Social

Wednesday, June 26, 2013



## July Social

Thursday, July 18, 2013

## August Social

Thursday, August 15, 2013



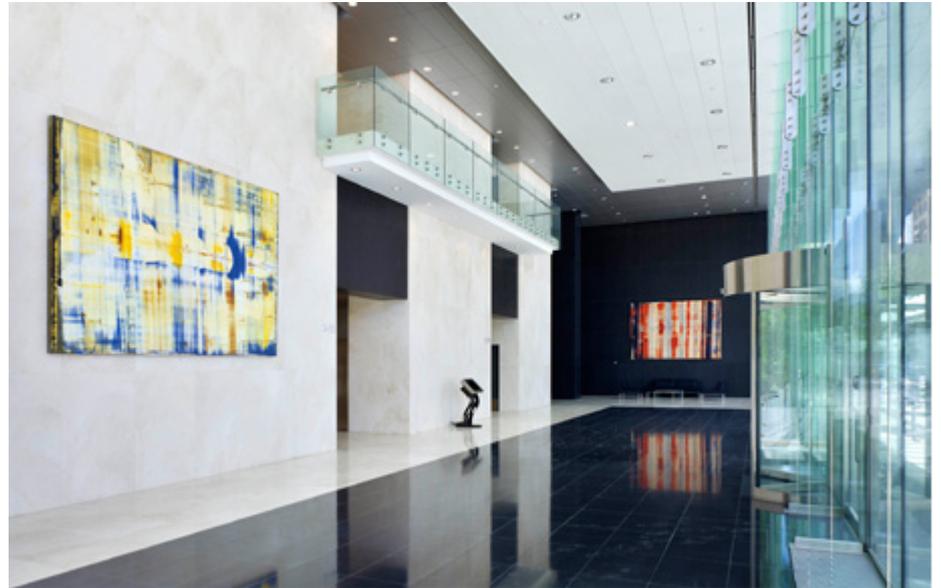
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# Deloitte office hours

**Network. Learn. Connect**

- Sept. 9 – Sept. 12
- During the hours  
12:00pm – 1:30pm
- Registration opens  
September 2, 2013



Information on how to register will be released through  
your career services centre in September

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# Questions?

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