

UD RISE: NEWS & ACHIEVEMENTS OF TOMORROW'S BUSINESS LEADERS



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UNIVERSITY *of*
DUBUQUE

- BUSINESS AND ACCOUNTING -

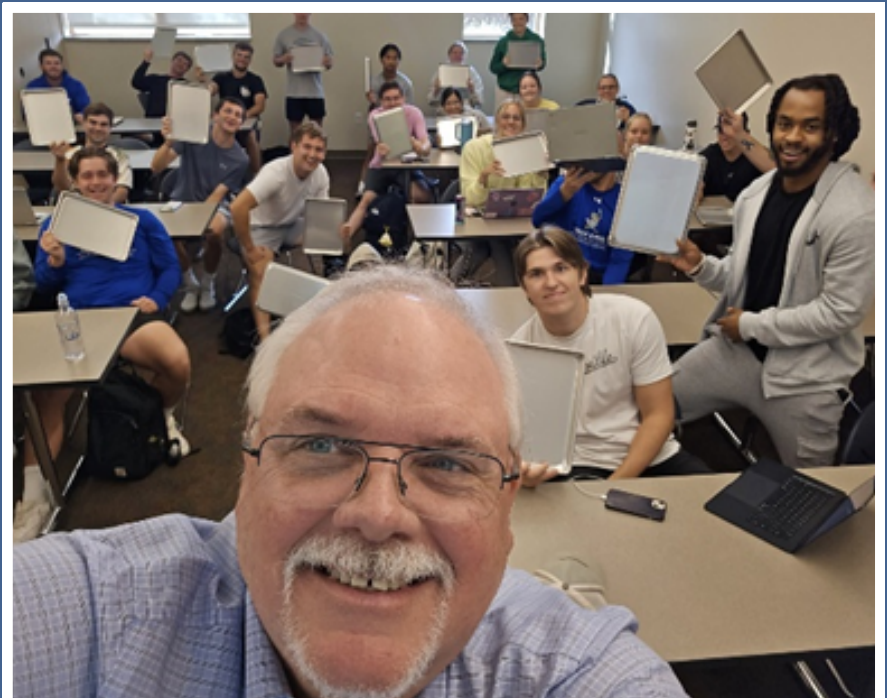
Welcome to the Fall
2024 Business and
Accounting Newsletter!

SELLING STUDENTS PAN PRESENTATION

By Ally Gullette

In September, Professor James Sullivan's Principles of Selling class got the opportunity to listen to a hands-on presentation from Michael (Mike) Cornelis, Vice President of International Sales and Development for American Pan. Mike has over 40 years of experience in the industrial baking pan and pan coating industry and he also serves on the board of directors for the International Baking Industry Expo.

American Pan Technology is dedicated to the global baking industry, with operations in 11 countries and sales offices in 3 more. They pride themselves on their commitment to reinvestment, sustainability, innovation, and service. American Pan Technology has a dedicated global engineering team, PHD's for pan coating research and development, and an experienced lab team for release agents, which guide them to sustainable and innovative production.



Pictured is Professor Sullivan's Principle's of Selling students with their new pans from American Pan Technology!

In this presentation, Mike spoke to the Principles of Selling students about his personal experiences with travel for sales for American Pan Technology. The class got insight on what the buying process looks like in regards to the pans that the company produces. Mike highlighted the importance of understanding the differing needs of each company when it comes to product requirements. This presentation was a valuable and engaging learning experience for the students, who got the opportunity to dig deeper into the many aspects of the selling process. Mike even sent each student home with their own pan to try out for themselves!

MOCK INTERVIEWS FOR BUSINESS STUDENTS

By Dr. John Downing

I am the coordinator for Mock Interviews associated with PRF 201 Beyond College. The course is taught by Mark Munson, and additional assistance was provided by Allyson (Ally) Gullette, the Graduate Assistant for the Business Department.

My role as coordinator entailed reaching out to community members to find individuals interested in participating in a virtual interview with students enrolled in PRF 201. There were a variety of individuals with various backgrounds including management, marketing, human-resources, and accounting who indicated their interest in providing mock interviews for the students in the PRF 201 course. My specific responsibilities included working with Mark and Ally as we communicated with community members via email regarding resumes and cover letters (completed by students), scheduling virtual mock interviews, follow-up evaluations and thank you messages to those who participated in the interview process.

Providing mock-interviews for college students entering a potential career in business gives them the opportunity to learn appropriate steps toward professionalism expected of students entering various business fields. The connection between the community and the university strengthens our commitment to encouraging our business students to enter the work field with experience necessary to fulfill and meet a company's expectations and mission.



Dr. John Downing
Mock Interview Coordinator,
Business Instructor



**Professor Mark
Munson**
Beyond College Instructor



Ally Gullette
Business and Accounting GA

VOCATION, CAREER SERVICES, & COMMUNITY ENGAGEMENT

By Ally Gullette

The University of Dubuque's office of Vocation, Career Services, & Community Engagement is an extremely useful resource for students looking for guidance in preparing for their future endeavors. There are many resources that students can utilize such as resume/cover letter development, mock interviews, vocational counseling, graduate or professional school consultations, and so much more. It's never too early for students of any major to utilize this resource and begin planning for their future!

The office of Vocation, Career Services, & Community Engagement is located in the Ground Floor of Peters Commons. They can also be reached by emailing career@dbq.edu

CAREER checklist

TO DO:	✓
Get involved on campus - Join a club or organization	
Visit the Office for Vocation, Career Services, & Community Engagement	
Draft a resume	
Draft a cover letter for a future job	
Get your free outfit from the Success Shop	
Secure an internship in your field	
Volunteer in the Dubuque community	
Apply for jobs or grad school	
Attend a salary negotiation workshop	
Participate in mock interviews	
Interview	
Land your first job!	

Questions?: career@dbq.edu
Location: Lower Level, Peters Commons

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VOCATION, CAREER SERVICES, AND COMMUNITY ENGAGEMENT

The University of Dubuque's office of Vocation, Career Services, & Community Engagement also shares useful resources with students of all majors to guide them in life beyond college.

The Business and Accounting department presents updated student resources such as a career checklist (pictured to the left), a resume checklist, current internship/career openings and more!

INSIGHT ON THE INVESTMENT CLUB

By Tony Zuccaro

The Investment Club is a small group of students who have a strong passion for the stock market, management of funds, and personal financial success. In the investment club our members learn how to calculate the intrinsic value of a stock, manage money, and try to predict market trends. We evaluate our current holdings and research potential new investments. Our club has only been around for a few years, but we have seen great success. We started with \$50,000 in an investment account and we have grown it to over \$72,000! Some of our greatest investments have been Costco and JPMorgan Chase. At present, we are looking to optimize our portfolio by selling underperforming stocks and researching new companies to invest in. As always, our goal is to continue to learn, adapt, and grow as investors.

Total Market Value	Total Day Change	Total Cost Basis	Total Gain	Total Accounts Value
\$74,815.38	+\$291.41	\$49,253.75	46%	\$75,340.39

The table above represents the gains that the Investment Club has made through their investments in the stock market. The stocks that they have chosen to invest in include Costco, HSBC Holdings, Ingersoll Rand, JPMorgan Chase & Co., Microsoft, Toyota, and Valero Energy Corporation. To begin with, the investment club put \$49,253.75 into these specific stocks. Overtime, they have accumulated a 46 percent appreciation from their investments, bringing their total account value to \$75,340.39 (with cash and cash investments deducted) as of November 13th, 2024.

THE ACCOUNTING CLUB

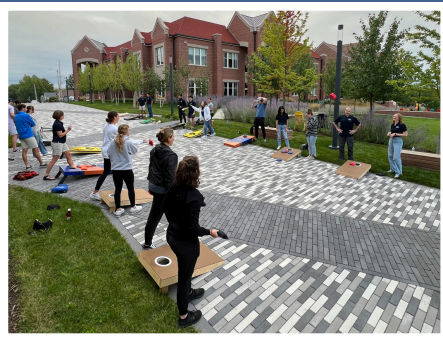
By Kacey Eimers (Accounting Club President)

The University of Dubuque's Accounting Club has over 40 student members, supported by an experienced executive board and two dedicated faculty advisors. Our mission is to collaborate as a team to organize impactful events that provide valuable opportunities and benefits to our members.



Club Events

The Fall Kickoff event was a fantastic way to bring everyone together and welcome new faces to our club. We enjoyed food, competed in a fun cornhole tournament, and had an overall great time. The highlight of the fall season is our Professional Panel, where six industry experts from the accounting field will join us to share their insights and experiences. This event provides a unique opportunity for students to learn about the accounting profession and engage directly with professionals, asking questions and gaining valuable knowledge for their careers.



The images above are from a past Fall Kickoff event where new and returning accounting club members competed in a cornhole tournament and shared a meal to kickstart the school year.

Accounting Club Provides Students with Professional Skills and Experience.

The accounting club provides students with a range of valuable skills that are directly applicable in the workplace. Organizing events and learning to collaborate with peers are crucial skills that employers highly value. In fact, many employers look for evidence of such involvement during interviews, as participation in a major-related club demonstrates initiative and commitment to professional growth.

Growth Opportunities

The Accounting Club offers valuable benefits to current students by organizing events designed to enhance networking opportunities and foster professional growth. Our events are informative, providing students with insights and skills that will benefit them during internships and in their future careers. The club keeps students engaged through a variety of activities, including monthly executive board meetings, donut sales, and major events. With so much going on, there's always something for students to participate in and connect with others.



The above images are from a successful professional panel, where students got the opportunity to listen to speakers from local organizations about growth and advancement opportunities.

SALARY NEGOTIATION WORKSHOP

On November 20th, approximately 50 UD students in Professor Molly Hein's Negotiation and Conflict Management class participated in a collective bargaining exercise with the Dubuque Area Labor-Management Council. This event gave students the opportunity to gain hands-on experience and connect what they have been learning this semester to the real world in real-time.

During this event, students were placed into four negotiation groups and assigned a bargaining team representing either management or union. Each member took on a specific role in the activity to reach a contract agreement. Each group was also paired with an experienced negotiator from the Dubuque Area Labor-Management Council to help guide them through the negotiation process professionally. The goal of this workshop was to teach students how to negotiate in good faith, rather than treating negotiations as a competition. Students took value from this activity that they can take into a real-world salary negotiation someday.



ALUMNI SPOTLIGHT



Adam Killion

UD Graduating Class of 2017

Adam Killion graduated from the University of Dubuque in 2017 with majors in Business and Marketing. He chose to attend UD as he wanted to find a university which had an engaging business department, a sense of community, and was within a few hours from home. He said UD checked all three of those boxes.

Adam was involved in ENACTUS (ENTrepreneurial ACTION) in his time at UD and was the founder of the Investment club, which business students still participate in today. Today, Adam is an Assistant Vice President and Portfolio Manager at Capra Bank in Dubuque. In his role, he reviews business financials and helps structure commercial loans so that businesses can expand and improve their operations. He says that each business has unique needs which makes his job very enjoyable and engaging.

“Don’t be an exception. This ultimately means never holding people to a lesser standard than the standard you hold yourself.”

Three things that Adam recommends as students as start their careers:

Learn to fail fast

Don’t be afraid to take risks but recognize when something isn’t working and be proactive to correct it and learn from it.

Find a mentor

Identify someone in a position where you would like to be in 10–15 years and connect with them to learn how they achieved their success.

Embrace discomfort

Be comfortable having uncomfortable conversations. This could include negotiating a salary for a new job, giving or receiving critical feedback, or even buying a new car.

STUDENT SPOTLIGHT:



Zach Floss

Major (s): Accounting and Business

Campus Involvement: Captain of Men's Soccer Team, Vice President of Accounting Club, Men's Soccer Representative of Student Athletic Advisory Committee (SAAC), member of National Society of Leadership and Success (NSLS).

Internship: Completed a Tax internship at the RSM office in Dubuque last spring and an Audit internship with Forvis Mazars at the downtown Chicago office this past summer.

Future Plans: Work as a Tax Associate at RSM in the Raleigh, North Carolina office and study for the CPA

Advice for current UD students: Set goals for your future and make a commitment to working hard towards achieving them.



Sam Rainer

Major (s): Business Administration, minors in Economics and Data Analytics

Campus Involvement: Men's soccer

Internship: Kohl's Store Leadership Internship

Future Plans: Looking for a job post-graduation

What do you believe makes UD stand out from other Universities?

What makes UD stand out are the excellent facilities and the beautiful campus.



Kacey Eimers

Major: Accounting

Campus Involvement: Accounting Club President and Becker Campus Ambassador

Internship: Healthcare Reimbursement & Consulting Intern at Eide Bailly currently, Kacey will be starting a new internship in Outsourced Managed Services at Eide Bailly in December

Future Plans: I plan to start taking my CPA this summer. This fall, I am going to start my MBA, but I have not decided where yet. I will continue my CPA exams while I am in my MBA program.

Why you decided to come to UD: I decided to come to UD because I grew up in Dubuque, so I knew I wanted to stay close to home. The campus is beautiful, and the people were welcoming! It has been one of the best decisions I have made, and I have made very good friends through my major and accounting club!

STUDENT SPOTLIGHT:



**Derek-Earl
Saint-Hilaire**

Major(s): Business Administration and Marketing Major

Campus Involvement: I play football at the University of Dubuque and I am on our legacy council which is a committee voted by our players on who they believe are leaders on our team.

Internship: I Interned at Bank of America this past summer for the Merrill Wealth Program. A program where you are taught how to manage company finances.

Future Plans: I plan on graduating, then hopefully get a dream job at the bank to start my career and propel myself to reach the corporate level of banking, just like my mother.

Advice for current UD Students: My advice is to let go and give it to God. Don't be stressed no matter the situation. I love you and God loves you. Continue to shine not only for yourself but also shine light on the paths of those around you. Be a catalyst for happiness and success!



**Gavin
Wooldridge**

Major (s): Business Administration and Marketing Major with a Minor in Human Resource Management

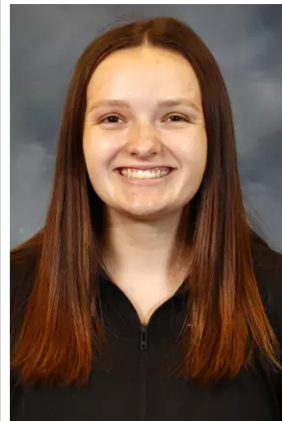
Campus Involvement: I am a senior captain on the men's soccer team here at UD, as well as a representative in the Student Athlete Advisory Committee. I am also in the National Society of Leadership and Success and work in several different campus jobs.

Internship: This past summer I was the marketing and communications intern for the Lombard Park District.

Future Plans: My future plans are unclear, but I am considering options in the Dubuque, Chicagoland, and Charlotte areas. I want to work in corporate marketing, but I am open to any opportunity that comes my way!

Advice for current UD students: My advice to current UD students would be to get involved and make connections. You never know who could help you in finding a job or internship, finalizing your resume, or something like writing a letter of recommendation. The connections you make during your time at UD will carry you through your life beyond college. Join clubs you're interested in, connect with professors, and attend any special opportunities offered by UD to make these connections and connect with people. Taking that first step could change your life, and there's no better time to start than today.

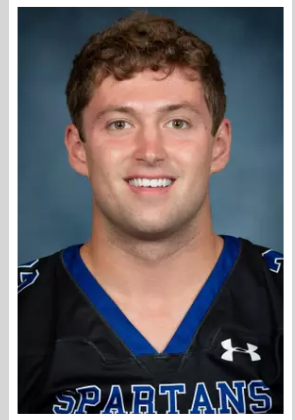
WHAT IT TAKES TO BE A SUCCESSFUL STUDENT ATHLETE



Maddie Remek

Women's Soccer

"Being a student-athlete here has been such a rewarding experience! I have had endless support from my professors, coaches, friends, and family to be the best version of myself. To be a student-athlete here requires a lot of dedication and focus to stay on top of schoolwork while putting my all into soccer. Each day of school, I plan my day out for what classes I have and what I need to study for the day to get the most out of my day. After school, I allow myself a break to refocus and relax before I go out onto the field and give it my all. Having good time management skills is what makes me the most successful when it comes to performing in school and on the field. While some days can be filled to the max, enjoying every moment allows me to be the best student-athlete I can be!"

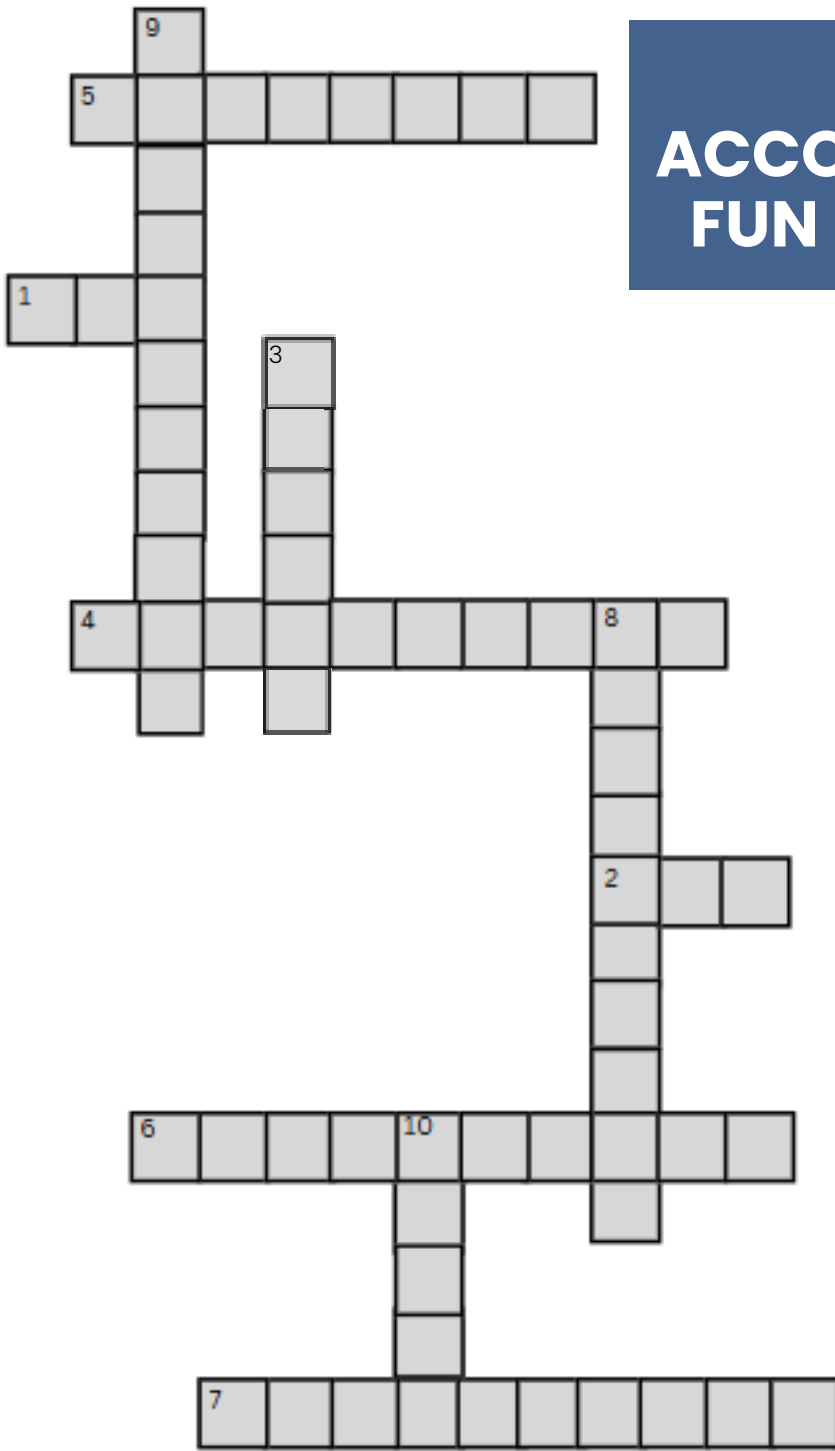


Hunter Preston

Football

"The most important lessons that I have learned are the importance of time management and discipline. When your sport is in season you will have lifts, meetings, and practice, all on top of your typical day-to-day class work. Making sure that you are getting all your schoolwork done and staying on top of your assignments is something that is pivotal to the success of a student-athlete. Another thing that I find to be very important, that might be overlooked these days, is the importance of showing up on time to things. Within the football team it is not acceptable for us to show up to a meeting right as it starts or late, the standard is to be early to whatever activity, class or meeting you are going to, which is going to carry on to all our professional lives. I have learned through being a student-athlete here at the University of Dubuque, that how you do one thing is typically how you do everything, you don't just rise to the occasion, but you fall back onto what your standards are and the way that you do your day-to-day tasks, so build good habits now, so that they become your standard as you go on in life."

BUSINESS AND ACCOUNTING DEPARTMENT FUN FACTS CROSSWORD!



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LEARNING
RATIO
ALL
VALUED
SIX
INTERNSHIP
EXPERIENCE
INVESTMENT
ACCOUNTING
DEVELOPMENT

Down

3. As of November 13th, the Investment Club's portfolio is ____ at \$75,340.39.
8. The _____ club provides students with hands-on experience in financial analysis and investment strategies by managing a live investment portfolio.
9. The accounting club engages in the accounting profession through guest speakers, networking events, and professional _____ opportunities.
10. The student-to-faculty ____ at UD is one faculty member per ten students.

Across

1. ____ University of Dubuque business and accounting students graduate with internship experience, which ensures real-world experience and excellent job placement.
2. Ninety-two percent of UD business majors held a job within their field within ____ months after graduation.
4. In the business and accounting department office, students can find current career and _____ opportunities posted on the department bulletin board.
5. UD's Business and Accounting mission statement is "to offer educational opportunities that build practical, applied, and integrated _____ experiences to develop personal character, ethical behavior, and a portfolio of tools required to function effectively in today's global business environment."
6. The business and accounting faculty possess extensive industry and teaching _____ and have received numerous awards for excellence in teaching, advising, and character development.
7. _____ majors can complete 150 credit hours in four years, satisfying most of their CPA requirements.