

CLIENT PROFILE: FINANCIER UNSURE OF PATH: FINANCE OR ENTREPRENEURSHIP?

ACADEMICS

College: Small southern school
GPA: 2.9 to 3.1
Major: Economics
Activities: College athlete, youth group mentor in college town, 20 hr/week work
GMAT: 600 to 620 (taken multiple times)

PERSONAL/OTHER

Hometown: South
Hobbies: Sports, volunteering, reading
UNIQUE PERSONAL EXPERIENCES: Worked in family business part-time, started recruiting group in his bank
Community service: Mentor to youth seeking financial services job
Recommenders: Mentee and two bosses

WORK EXPERIENCE

Industry: Finance
Years of work experience: 6
Functional experience: Financial services, strategy, financial modeling
Analytical experience: Heavy deal flow of smaller-tier deals
Management experience: Managed projects, not people

GOALS

Stretch MBA programs: Harvard, NYU, Ross
Short-term goal: Financial services/ consulting
Long-term goal: Entrepreneurship or career in finance

CHALLENGES

- Low undergraduate GPA and low GMAT for target MBA programs
- Lack of focus on short-term and long-term goal
- Doubt about ability to gain entry into a top-tier MBA program

PRIMARY ADMIT ADVANTAGES

- Application Strategy
- Focused on extra-curricula activities within his job to portray him as a corporate leader
- Demonstrated analytical ability by highlighting multiple promotions and winning of prestigious firm award and directing recommenders to highlight this characteristic
- Spent copious amount of time working on selecting a nuanced balance of personal and professional stories to build advocacy by admissions office
- Highlighted his investment in being a fantastic team member by citing his development of personnel within his firm and mentoring of individuals outside of it including financial investment
- Developed rigorous calendar to help candidate accomplish taking the GMAT, working on essays and coordinating school visits within a very compressed timeframe

RESULT: MICHIGAN (ROSS) AND NYU (STERN) ACCEPTANCES!