



CITI SOPHOMORE LEADERSHIP PROGRAM 2017

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SUMMER TIMELINE

- **Week 1:** Robust training program to include technical and soft skill training
- **Week 2-4:** Rotation through Capital Markets Origination
- **Week 5-7:** Rotation through Corporate Banking
- **Week 8-10:** Rotation through Markets & Securities Services
- **Summer-Long Aspects:**
 - Group Project
 - Executive Speaker Series, Lunch-And-Learns, and cross business networking events

MY GROUP PROJECT TEAM



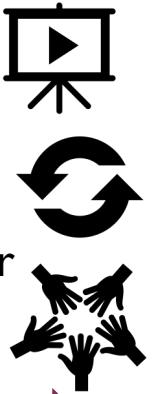
My teammates, "coaches", and manager

GROUP PROJECT BREAKDOWN

- Set up meetings with professionals throughout the bank to understand how Citi currently meets the client's needs
- Brainstorm potential solutions and innovative ideas to improve client relations
- Decide on specific product offerings and M&A strategy



- Finalize presentation deck and send to printing
- Practice presentation with the team
- Present final deck to Citi senior executives and successfully answer follow-up questions



Week 1

Week 2-4

Week 5-8

Week 9-10

- Meet my team and introduce ourselves
- Discuss overall project goals and expectations
- Figure out the best methods to communicate and collaborate



- Zero-in on proposed solutions and comprehensively analyze how they will improve the client's business
- Build models for how the M&A proposition will be financed
- Start to build the final presentation deck to visually capture our ideas



WORKING AT A LARGE CORPORATION

Pros

- There are many existing resources available to leverage
- There is a huge network, both within the company and outside of the company, available to you as an employee
- You gain valuable training through formal training programs

Cons

- Innovative ideas can get “lost”
- Even when an idea is approved, there is a slow and difficult path to change
- Standard protocols/regulation (e.g., you must use pre-approved corporate “colors” when creating client decks) can stifle creativity

WHAT I LEARNED – KEY LESSONS

- 1. Keep a daily work journal
 - This allowed me to record how I spent my time and what I learned every day
 - This habit paid off during my final performance reviews, when I was able to effectively advocate for myself and point out highlights of what I accomplished throughout the internship
- 2. Build your network
 - Reaching out to people to grab coffee allowed me to build a network of mentors and advisors at all levels
 - You never know who can help you! Sometimes the people I least expected were the ones who helped me think through my career goals
 - One unexpected networking connection allowed me to understand how Citi is involved in social innovation and the potential for a career in that area while working at a large corporation
- 3. There are opportunities to be an innovator even in highly-regulated large corporate environments
 - Innovation really can happen at any level
- 4 ...But these environments are probably not the most conducive to truly being a change-maker
 - This leads me to want to work at a startup for some time, so that I can be at the forefront of innovation and maximize my impact