

Reflection Activities Blog Fall 2018

RAB 1.1a:



Landon is a senior from San Diego, CA studying Hotel Administration at Cornell University. He is a strong analytical thinker who works extremely well in teams. He is pursuing a career in the financial services industry. Upon graduation, Landon will be joining Bank of America Merrill Lynch in its Mergers & Acquisitions team within the investment banking division. Over the past few years he has deepened his financial acumen through internships in wealth management, buy-side advisory, and investment banking. He has a passion for sports and after interning for a boutique investment bank focusing on sports, he hopes to return to the industry at some point. On campus, Landon is very involved in both his social

fraternity and business fraternity. He serves as the Career Services Intern for Sigma Pi Fraternity where he organizes a career weekend, matches undergraduates with alumni mentors and hosts career speaker series. In the future, Landon hopes to start his own investment fund focusing on local businesses that make a positive impact on the community. In his free time, Landon enjoys playing basketball, listening to podcasts, and sightseeing.

RAB 1.1b:

Landon Budenholzer
730 University Avenue, Ithaca, NY 14850
(858) 335-2520 - lb572@cornell.edu

Education

Cornell University, SC Johnson College of Business <i>Bachelor of Science in Hotel Administration</i> Cumulative GPA: 3.76	Ithaca, NY <i>Expected Graduation: May 2019</i>
Chapman University, Argyros School of Business and Economics <i>Bachelor of Science in Business Administration, Finance Emphasis</i> Cumulative GPA: 3.96	Orange, CA <i>Aug 2015-Dec 2016</i>

Professional Experience

Bank of America Merrill Lynch <i>Investment Banking Summer Analyst (Mergers & Acquisitions Group)</i>	New York, NY <i>Jun 2018-Aug 2018</i>
<ul style="list-style-type: none">Prepared marketing materials and coordinated due diligence process on sell-side transaction in the power industryDeveloped financial model valuing a Business Services company for a potential buy-side transactionCreated valuation materials for a potential buy-side 1st round bidding process in the industrials sector	
Park Lane <i>Investment Banking Summer Analyst</i>	Los Angeles, CA <i>May 2017-Aug 2017</i>
<ul style="list-style-type: none">Constructed comparable and precedent transaction valuation models to value a Major Four sports teamCos-authored a research report analyzing an evolving technology growth trend in the sports industryBuilt a financial model detailing investment returns and tax implications for a real estate investment offeringAssisted in creating marketing materials for capital raising, sell-side M&A, and bond offering transactions	
Harvey & Company, LLC. <i>Mergers & Acquisitions Intern</i>	Newport Beach, CA <i>Aug 2016-Dec 2016</i>
<ul style="list-style-type: none">Conducted primary research on potential acquisition targets for \$1 billion+ private equity fundsEvaluated financial trends of revenue, EBITDA, and profit margins of potential platform and add-on acquisitionsCreated company profiles to accelerate buy-side acquisition process	
Hearthstone Private Wealth Management <i>Wealth Management Intern</i>	San Diego, CA <i>Jun 2016-Aug 2016</i>
<ul style="list-style-type: none">Analyzed balance sheet data from a rigorous inflow of new clients to create comprehensive worksheetsImplemented new client portal and online vault system for clients by auditing and transitioning client archivesCommunicated with the financial custodian to open accounts for transferring and disbursing monthly income	

Leadership & Campus Activities

Alpha Kappa Psi Professional Business Fraternity <i>Active Member</i>	Ithaca, NY <i>Jan 2016-Present</i>
<ul style="list-style-type: none">Completed transfer member development process including brother interviews, recruitment workshops, and professional mentorshipOrganized fundraising, service, and professional development events to meet new member goals	
The Illuminacion Writing Program <i>Tutor & Author</i>	Orange, CA <i>Aug 2015-Dec 2015</i>
<ul style="list-style-type: none">Mentored, tutored, and assisted local non-native English speaking high school students in EnglishPublished writing in "Paths to Success." The Illuminacion Journal, Issue III (2016) upon selection as a leading mentor	

Skills & Interests

- Computer Skills: Microsoft Word, Excel, and PowerPoint, Hoovers, and Capital IQ
- Interests: Baseball, Basketball, Golf, Hiking, Milwaukee Bucks, Podcasts, Sightseeing, and US History

RAB 1.1c:

December 3, 2018

To Whom It May Concern:

I am writing to express my strong desire in becoming a member of X organization. My past experiences and passion for finance have created my interest in the capital markets, and I am very interested in the opportunities provided by the firm for prospective analysts.

X's focus on creativity, maintaining an unparalleled culture, and emphasizing team work are important traits I am looking for in a potential employer. It is apparent that X fosters growth through a high level of autonomy, and I believe my skillset is conducive to success in this environment.

I am confident that my academic background, professional experience, and unrelenting work ethic have molded me into a strong candidate for the summer analyst position. Through my previous internships, I have gained exposure to a variety of financial services and entrepreneurial endeavors. During my summer at Park Lane, I developed practical knowledge in a variety of investment banking services such as capital raising, sell-side M&A, and bond offerings. This internship enabled me to understand the fundamental drivers of start-up funding, sports valuation, and sports M&A. During the fall of my sophomore year, I interned at buy-side advisory firm Harvey & Company. My time at the firm afforded me the opportunity to broaden my understanding of leveraged buyouts and high-yield debt, in addition to the goals and strategies of private equity firms. This experience within M&A, along with the desire to engross myself in a demanding and stimulating environment, prompted me to transfer to Cornell University to pursue a career in financial services and entrepreneurship.

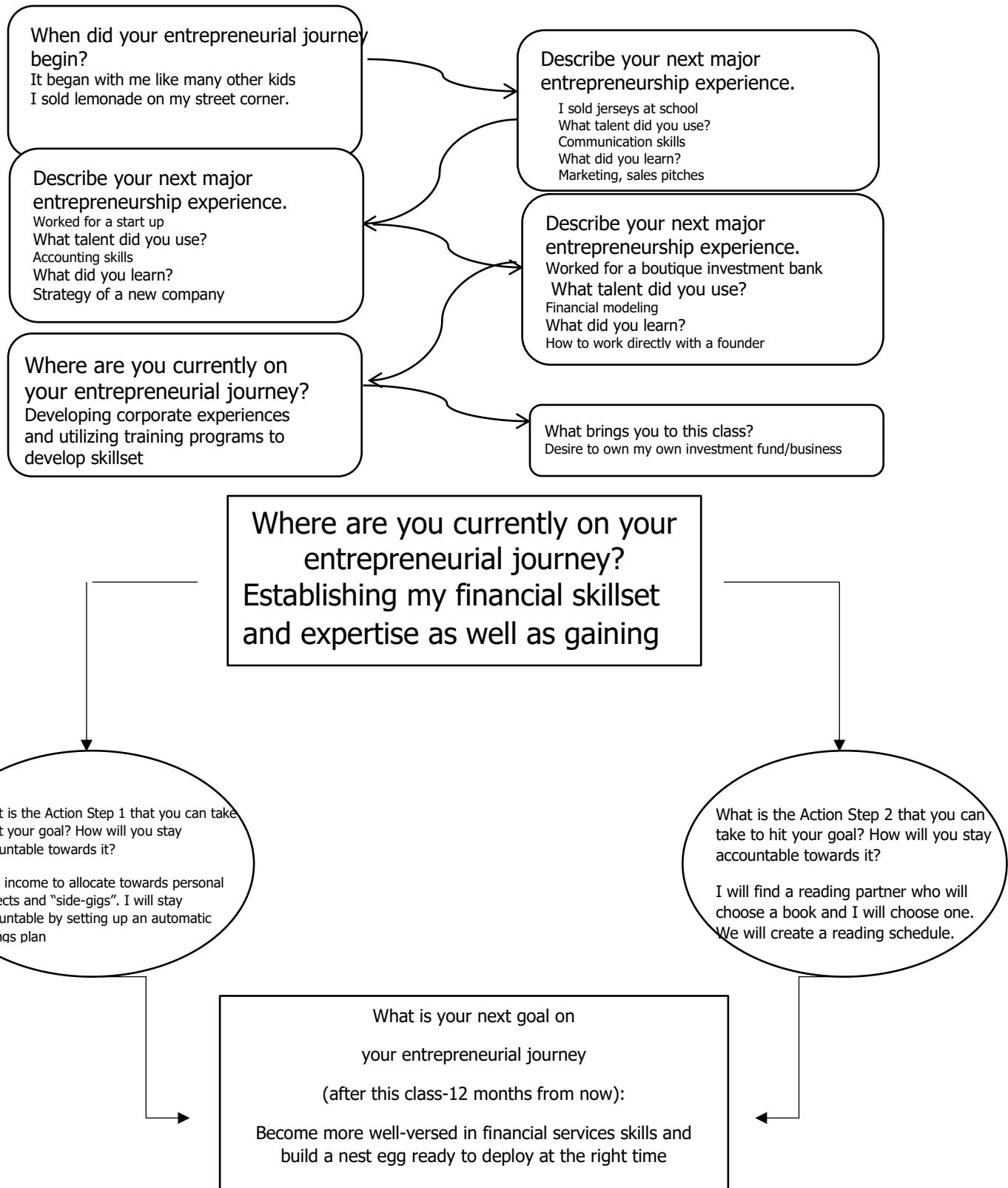
I recognize that being a part of the X team at X organization requires candidates who thrive when working on teams, excel in a fast-paced and analytical environment, and are personable. I believe I possess these traits and would thrive as an employee.

If you have any questions regarding my candidacy, please feel free to contact me via email at lb572@cornell.edu, or via phone (858) 335-2520. I look forward to the prospect of interviewing for a summer analyst position at Citi in the near future. Thank you for your time and consideration.

Sincerely,

Landon Budenholzer

RAB 1.2:



RAB 1.3:

Entrepreneurial Talents Commitment Card

Name: Landon Budenhozer

Email: lb572@cornell.edu

I am committed to using my top BP10 Talents in the following ways:

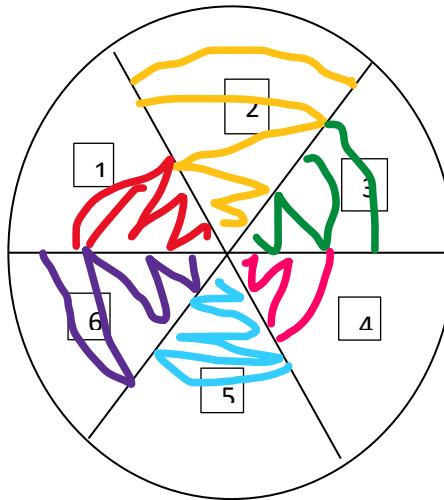
I understand that my strengths as a delegator can be used in countless way. To improve on my last BP 10 card I will touch on how I can use these skills on a daily basis. Effectively delegating is a unique skill that I will utilize in school through group projects. Additionally, my confidence strength can be used in all facets of life including personal, professional, and academic. I plan to use this to meet more people on a day to day basis to increase my network. Dedication is another trait I can use daily, I will use my dedication skill to ensure I stay up on the markets, develop professional networks and keep my grades up.

The first action I will take to use my top BP10 Talents in my life is to:

As a conductor I need to situate myself in an environment to become a senior manager. I will ensure I achieve this by reaching out to my full-time employer to review the promotion schedule and career opportunities at the firm. I will try to be a peacemaker in any situation that I am in, and will implement that professionally, personally, and academically.

RAB 1.4:

1. Family
2. Career
3. Financial Freedom
4. Autonomy
5. Hobby
6. Success



RAB 1.5: No, I do not allow my Entrepreneurial Journey Project Portfolio to be used as an exemplar
Landon Budenholzer, November 14th, 2018.

RAB 1.6a:

John Murray's presentation was very interesting, and I learned many lessons. The most unique of those was John's recruiting methods. Attending the hotel school has trained me to think all recruiting is a formal process. Starting with resumes, networking, and information sessions which are followed by interviews. John recruits individuals that he feels embody the organizations goals. He does not mind if the individual has no experience in sales or the role. Additionally, he looks for those who were former athletes as they can relate to those they are meeting with. I will take this with me moving forward as I will not assume opportunities only arise through structured recruiting processes.

RAB 1.6b:

Erica Vetra's was very unique and unlike many I have attended recently. I typically hear from more traditional corporate individuals who climbed the corporate ladder. It was fascinating to hear her journey, specifically how her passion for traveling always stayed with her. At some point in her life it was always a big part, whether she was living abroad, helping others study abroad or now working abroad. Pursuing a career in finance, which I am looking forward to, I can use her stories to ensure I always keep personal goals in mind. While I may not have the luxury to combine personal travel and work, her presentation will always remind me that passions do not go away and one day I may want to follow one of mine into business. Lastly, I feel that one of her main skills that has propelled her success is her personality, I hope to use my people skills in a similar manner moving forward.

RAB 1.6c:

Ken Fearn's presentation was extremely valuable to me. His career path is something I can seriously learn from as I am starting my career in investment banking and hope to realize a better work-life balance earlier in my career than Ken was able to. His work ethic and ability to capitalize on new opportunities are very impressive and I hope to have similar foresight. I strongly believe in his first in last out mindset early in your career and then focusing on client relationships as you get later in your career. Additionally, his focus on helping inner-city students develop their business acumen while managing his busy schedule is impressive. I hope to find a similar cause that I will use my free time towards.

RAB 1.6d:

This semester my primary form of networking is to connect with other seniors working in finance. Additionally, I have been chatting with those who are first year analysts at banks to hear if they elected to go through private equity recruiting and how that went. I have done this through informal introductions, linkedin connections and coffee chats. My approach to meeting people is to find those who have similar jobs and to learn about their experiences and future goals. I typically follow-up through email to thank them for their time and exchange further contact information. To supplement my in-class experience at Cornell I look to my social and business fraternities and their alumni. Through these organizations I have been able to meet a plethora of individuals with diverse backgrounds.

RAB 1.7:

My three themes are tenacious work-ethic, analytical-mind, and communicative. I incorporate all three of these in my resume as best as I can. I show my analytical strength through describing my financial modeling experience. My work-ethic is displayed through a substantial number of internships, overlapping commitments, and time-consuming projects. Lastly, I can improve my resume by incorporating my strong communication skills, it is hard to apply that to my mostly quantitative internships; however, I will add key words such as "Presented", "Communicated" and "Connected" in my resume.

RAB 1.8a:

I think the solution to 'actively disengaged' people in the workforce is to institute more measures to identify those employees, reprimand them, and fire them if necessary. Their position will most likely not be integral to the business or else they would not be acting that way. If they are in a leadership role, work with them to make changes and if they will not look for a replacement.

Jim Clifton says studies show good jobs come from innovation. He says 0 businesses come out "innovation centers", the Saudi's built cities and those produced nothing. We misdiagnosed with good intentions. 3 ¾ growth is what America needs to be a powerhouse, economic energy starts when individuals start businesses, but businesses that actually want to grow which is only about 2 million businesses. Need entrepreneurship not innovation to ensure businesses with customers. We shouldn't push misguided to entrepreneurship, should be gifted and have a mindset for that. We should be identifying entrepreneurs, not just looking for high IQ individuals.

RAB 1.8b:

My two non-negotiables are to maintain personal hobbies and to never jeopardize my financial freedom. The reason I picked these is because I have no problem working all day long to reach my goals

however, it is very important for me to have an outlet when stressed or busy. It is important to have strong time management skills to not let little things get in the way. My second is that while I strive for great success, I plan to build a solid nest egg for myself and my family and I will never tap into that for my ventures. While others may not agree with this mindset, there are always other ways to build a venture, whether that is to raise funding, find a partner, or just grow slower than you would like. I will come up with creative solutions to build my business without putting others in jeopardy.

RAB 1.9:

I will be using Wix to create my Entrepreneurial Journey Project Portfolio because I have experience using the platform in the past. To request customer service you submit a request and Wix's callback service is available Monday-Friday from 5am-5pm PST, and usually receives responses within 5 minutes. Callback service is available in English, Spanish and Portuguese. You can also call their help hotline at 1 (800) 600-0949. There is also a Wix Editor to look for common questions that you may be looking for.