

THE LIFE AND CAREER OF NICOLE WALL (SO FAR...)





INTRODUCTION AND EARLY YEARS

INTRODUCTION



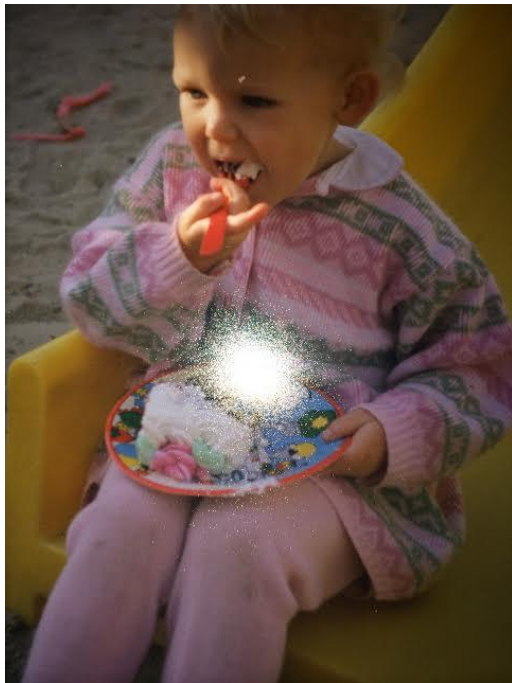
- My name is Nicole Wall and I am 26 years old.
- I work for Deloitte in their Corporate Finance group.
- Deloitte's Corporate Finance group sells businesses.

- My role at Deloitte is to value a business and find buyers for the business.
- I spend lots of time in excel to come up with what a business is worth. I also do a lot of research!

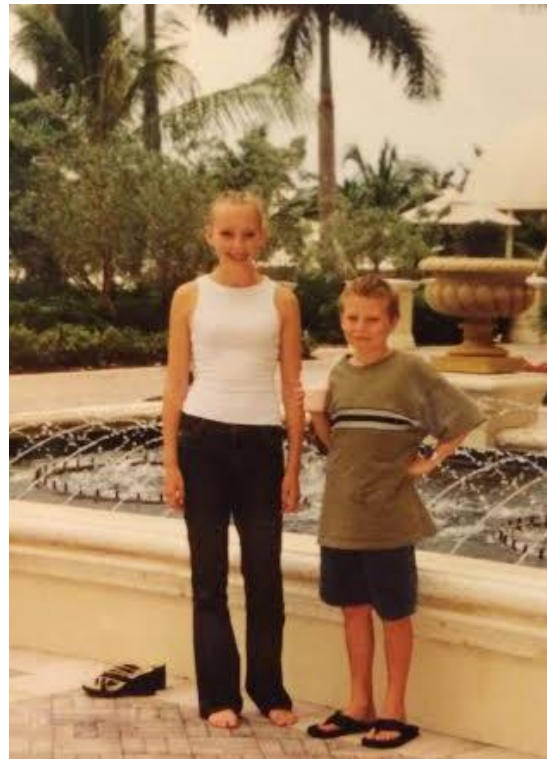


MY EARLY YEARS

I WAS BORN AND RAISED IN NEWPORT BEACH, CA.



2 Years Old



12 Years Old



14 Years Old



MORE EARLY YEARS...

A little about my family...



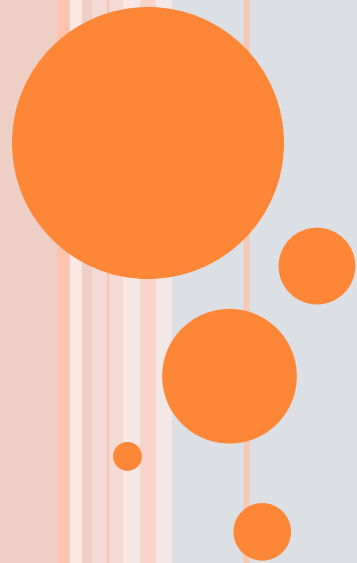
My Mom, Nancy, & Dad, George



My Brother, James, and I
Age 9 and 6



My Brother, James, and I

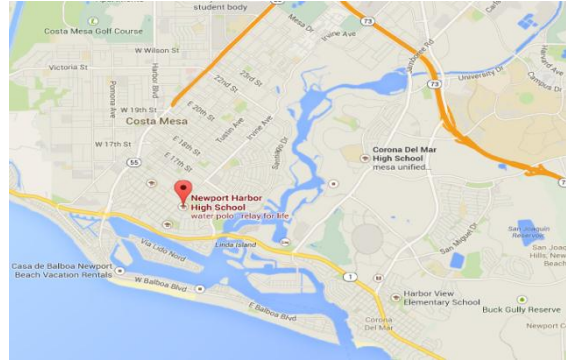


HIGH SCHOOL

HIGH SCHOOL



I ATTENDED NEWPORT HARBOR HIGH SCHOOL IN NEWPORT BEACH, CA.



HIGH SCHOOL



WHAT WAS HIGH SCHOOL LIKE?

- As a HS student I was:
 - On the dance team
 - Involved in Student Government
 - Associated Student Body Vice President
 - Major Events Coordinator
 - Junior statesmen of America
 - President

- As a HS student, I was pretty normal. I had a few very close friends and we were focused on getting good grades but also being social.

HIGH SCHOOL



NICOLE IN HIGH SCHOOL



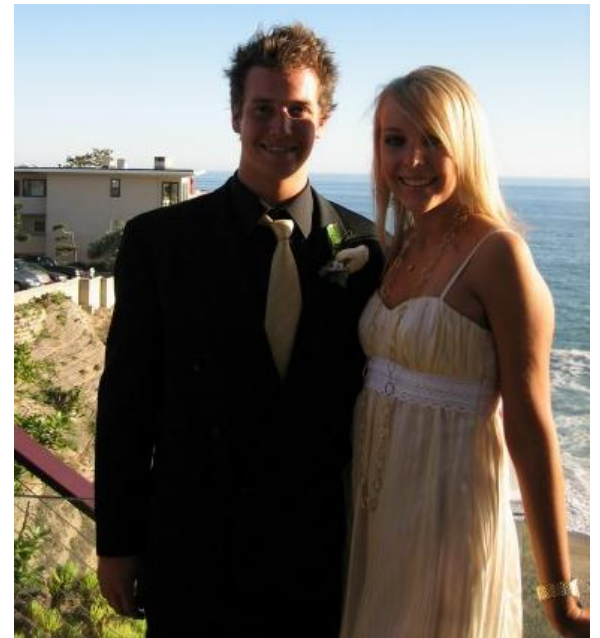
Winter Formal



Friends



Graduation



Senior Prom



HIGH SCHOOL



A DAY IN THE LIFE OF HIGH SCHOOL NICOLE



6:00 AM

Wake Up

6:45 AM

"0" Period

7:45 AM

1st or 2nd Period

9:45 AM

Break

10:00 AM

3rd or 4th Period



12:00 PM

Lunch

12:45 PM

5th or 6th Period

2:45 PM

Done With School

3:45 PM

Homework and/or Dance



6:30 PM

Dinner

7:30 PM

Homework and/or Dance

10:30 PM

Bed!





HIGH SCHOOL

WHAT I ENJOYED IN HIGH SCHOOL

Student Government



Football Games and Other School Functions



Making My Own Money



Getting My Driver's License



Becoming Independent



Choosing my own schedule

A grid representing a weekly classroom schedule with columns for days of the week and rows for classes.

Weekly Classroom Schedule					
Time	Monday	Tuesday	Wednesday	Thursday	Friday
Break					
Lunch					



HIGH SCHOOL



WHAT I DID NOT ENJOY IN HIGH SCHOOL

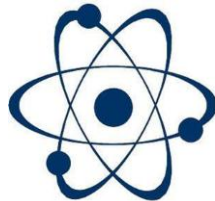
Social Cliques



"0" Period



Physics



Jaw Surgery



2 Hour Long Class Periods

BORING

Pressures of the SAT



HIGH SCHOOL



WHAT ACTIVITIES AND JOBS DID I HAVE?

Activities & Jobs

**Junior Varsity and Varsity
Dance Team**

**Volunteered with
elementary school students**

Student Government

**Summer School Programs
in NYC and Boston**

**Junior Statesmen of
America**

Babysat (A LOT!)



HIGH SCHOOL



MEMORIES AND OBSTACLES

Fondest High School Memories and Adversity I Overcame

Winning Vice Presidency
for Student Council

My Parent's Divorce

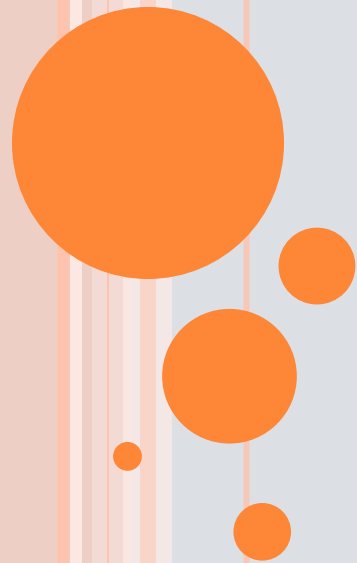
High School Dances and
Social Events

Figuring Out My Social
Circle

Summer School Programs
on the East Coast

Pressures From My Dad





COLLEGE

GEORGETOWN UNIVERSITY

I ATTENDED GEORGETOWN UNIVERSITY

IN WASHINGTON, DC.



GEORGETOWN UNIVERSITY

A DAY IN THE LIFE OF COLLEGE NICOLE



8:00 AM

Wake Up



8:50 AM

Class

9:50 AM

Break

11:15 AM

Class



12:15 PM

Lunch in Dining Hall

2:40 PM

Class

4:00 PM

Library



6:30 PM

Dinner in Dining Hall

7:30 PM

Library or Social Activity



GEORGETOWN UNIVERSITY

ACADEMIC LIFE



Favorite And Least Favorite Classes

Finance & Business Classes



Philosophy



History



Business Statistics



French



Psychology



GEORGETOWN UNIVERSITY



LIFE OUTSIDE THE CLASSROOM

More “free time”

Visited Teachers During Office Hours

Tutored Elementary Students

Involved in Finance Club

Traveled On the Weekends

Involved in Finance

Explored Washington, DC



GEORGETOWN UNIVERSITY

MEMORIES AND OBSTACLES



Fondest College Memories and Adversity I Overcame

Being VERY Independent



Classes Were Harder



New Group of Friends



School Work / Social Balance

Basketball Games



Exploring DC



Being 3,000 miles from home

Traveling to New Cities





LIFE AFTER COLLEGE

CAREER PATH

WHERE HAVE I BEEN AND WHERE AM I GOING?

Intern
Houlihan Lokey
(Summer 2009)

- Learned to master excel and thrive in a demanding work environment.
- Assisted the analysts and associates in coming up with a value for a business.
- Put together lots of pitch books and PowerPoint decks to be presented to clients.


Analyst
**McColl Partners/
Deloitte Corporate Finance**
2010-2013

- Worked 85-100 hours a week!
- Broadly speaking three types of work analysts do: presentations, analysis, and administrative tasks.
- Projecting company financial statements.

Associate
**McColl Partners/
Deloitte Corporate Finance**
2013-2014

- Continue to do much of the same work as I did as an analyst but less hours (70-80 hours).
- Learned how to delegate work to other team members.
- More time in front of clients.

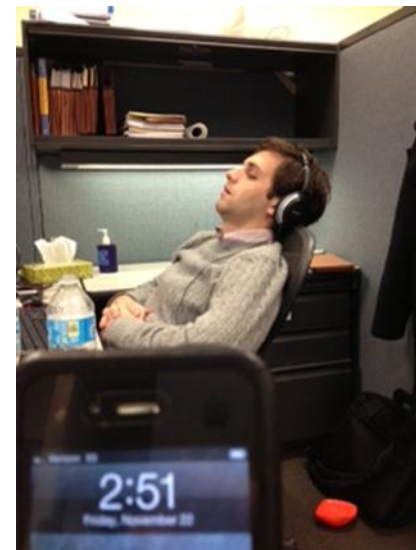
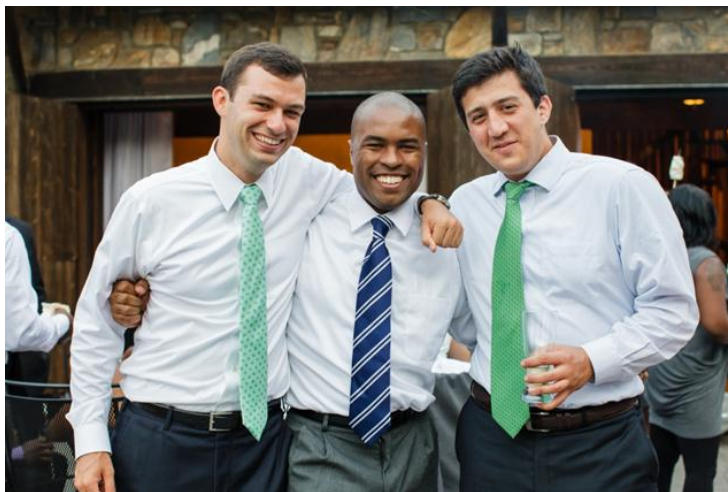
Associate
The Gores Group
September 2014

- Responsible for raising capital.
 - Responsible for maintaining dialogue with investors.
 - Prepare all information that sent is out to investors and answer any questions they have on performance.
- 

LIFE AS AN INVESTMENT BANKER



PHOTO: ANDREW HODGE



CAREER

CHALLENGES I HAVE FACED

Challenges

Working 85-100 Hour Work Weeks and Demanding Bosses



How I Dealt With The Challenge

- Recognize how much I was learning and growing.
- Look beyond my 2 year analyst program and realize all of the opportunities I would gain from my hard work.

Being a Female in a Very Male-Dominated Industry



- Ensure I dressed professionally and acted very mature.
- Hung out with the other guy analysts and became a “guy’s girl” (know way to much about sports!)

McColl Partners Being Bought By Deloitte



- Looked at the benefits a large firm offered me and our clients.
- Thankful that we all still had our jobs.



CURRENT ROLE

A LITTLE ABOUT THE COMPANY I WORK FOR

History

Deloitte was founded in 1845 but has grown significantly since then.

Deloitte is a financial services organization offering many different services.

Size

Deloitte is a HUGE organization with over 280,000 employees worldwide.

Deloitte has offices in over 150 countries.

Location

I work out of the Los Angeles, CA office.

I also travel and work out of the Charlotte, Dallas, NYC, and San Francisco office.

Products

No products.

Services

Deloitte provides audit, tax, consulting, and financial advisory services to companies around the world.

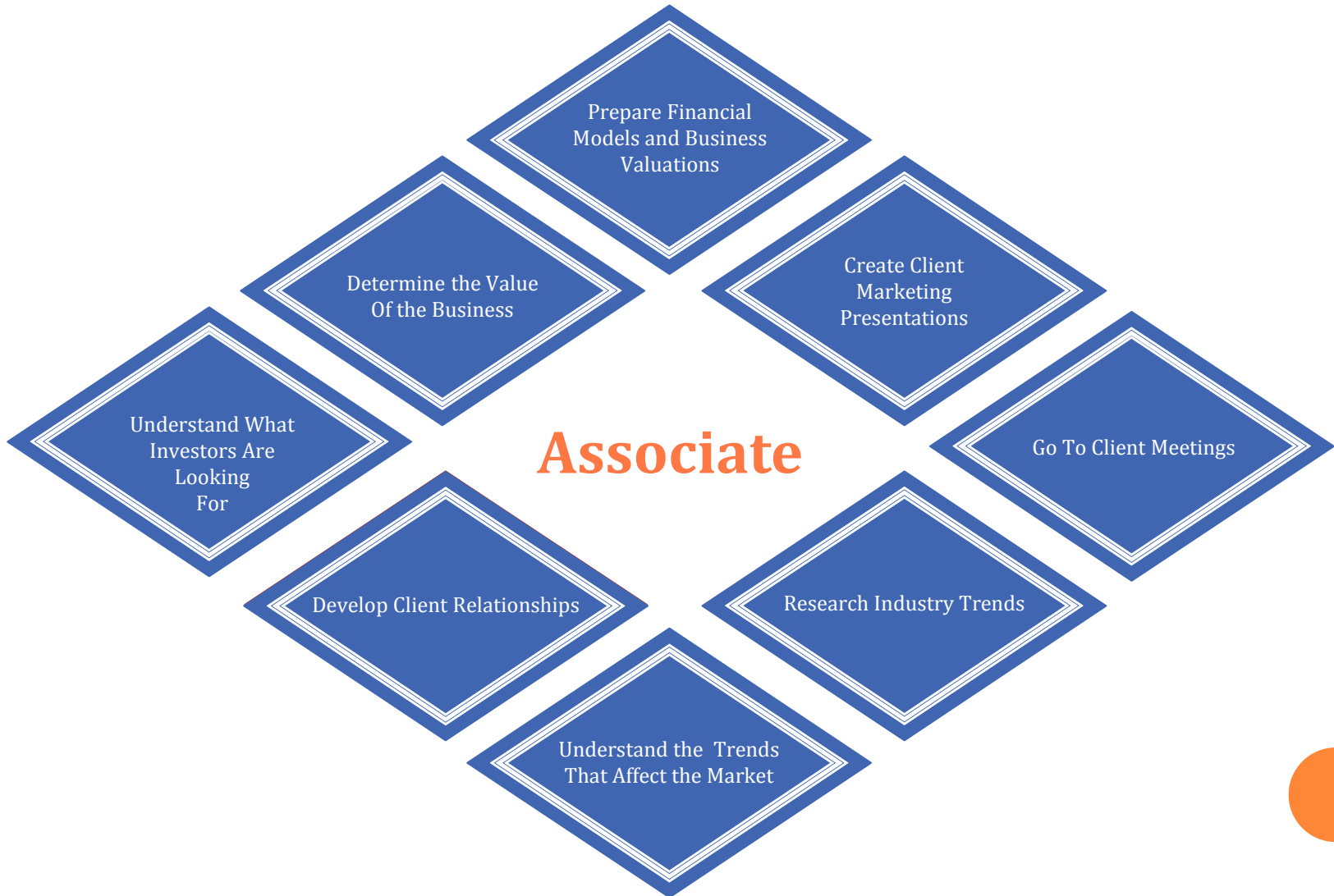


Deloitte.



CURRENT ROLE

WHAT DO I ACTUALLY DO?



CAREER COMPENSATION

HOW MUCH CAN I MAKE?



Analyst
\$80K

Associate
\$100-\$200K

Vice President
\$350-\$500K

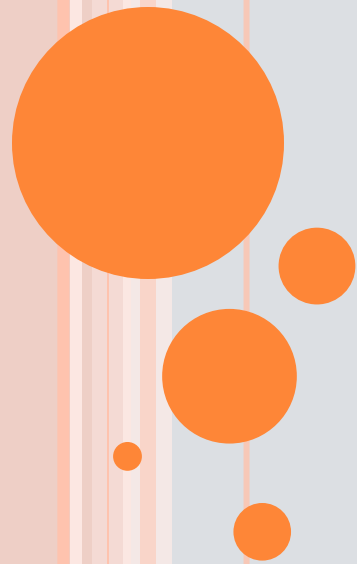
Managing
Director
\$500K-\$1.5M



ACADEMIC EXERCISE

- We will now spend several minutes discussing the day's academic module and how it is relevant in the 'real world'.





QUESTIONS?