

A photograph of a narrow, gravel path winding through a dense forest. The trees are tall and thin, with green and yellowing leaves. The ground is covered in fallen leaves and low-lying green plants. The atmosphere is misty and serene.

Youth Business Alliance

Guest Speaker, Laura Mather

January 19, 2016

INTRODUCTION

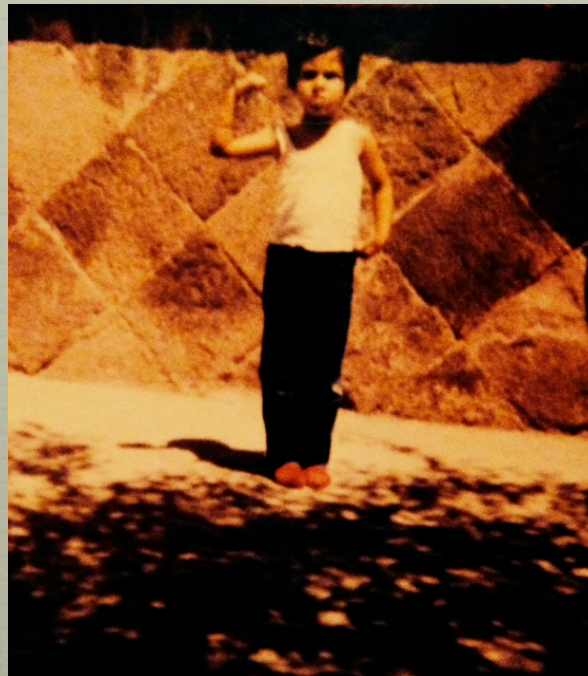
- ❖ My name is Laura Mather and I am 33 years old.
- ❖ I work for Wells Fargo Bank.
- ❖ Wells Fargo is a financial institution that provides retail, commercial, and corporate banking services to individuals, businesses, and institutions.
- ❖ My role at Wells Fargo is Relationship Manager.
- ❖ Every day I help my portfolio of middle-market companies (revenues of < \$20 million) achieve their day-to-day business needs and long-term objectives.

The Early Years....

- I was born in Santa Ana, California.
- Raised in Mexico City, D.F. until the age of 5 years old. Then moved to Orange County with my mom's family.



This is me at 3 months old...



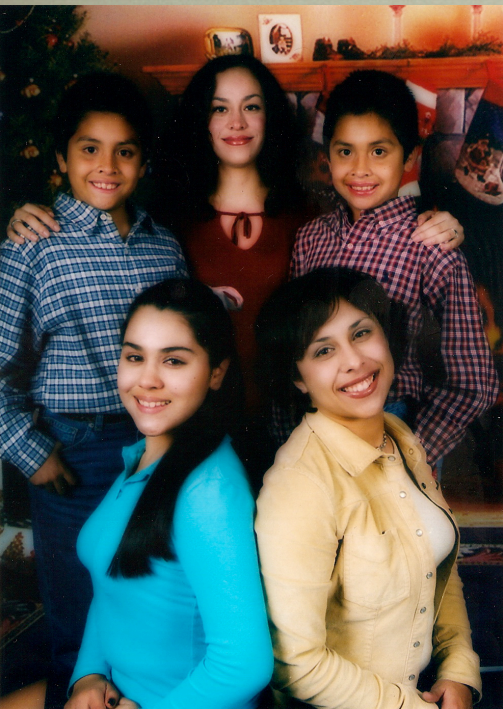
...at 5 years old



...and me at 8 years old

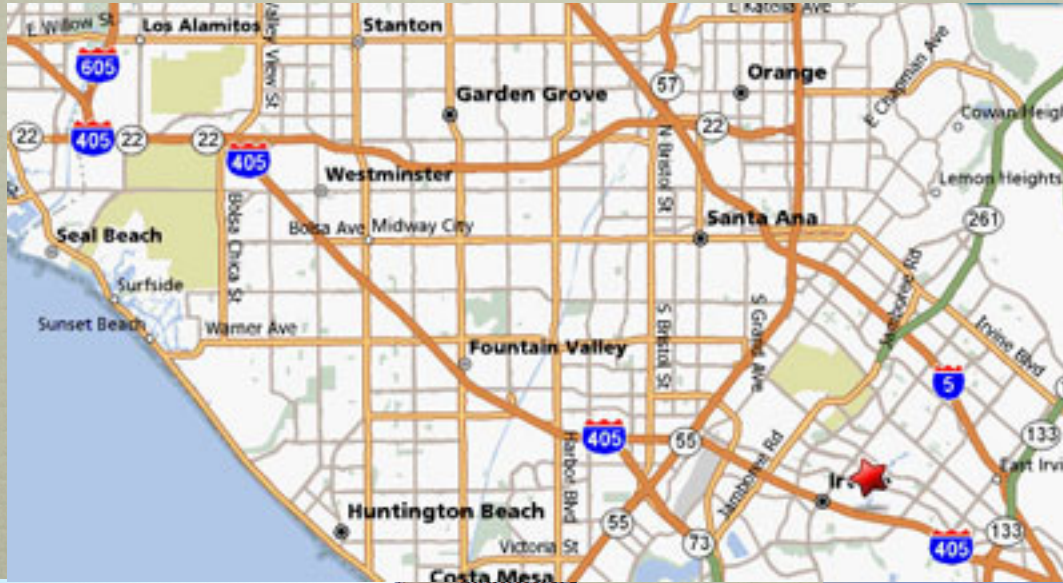
More Early Years...

- Mi Familia!



HIGH SCHOOL

- ❖ I attended Woodbridge High School in Irvine, CA.



ALLIANCE

High School

- ❖ As a HS student I was involved in sports and activities including: ASB, Softball, and Waterpolo.
- ❖ I would not consider myself popular, but I was well known. I did not have a clique of friends as I hung around with everyone.



At the Senior farewell dinner with my softball teammates.



High School



❖ Things that I really liked in High School:

❖ **Classes:** History, Algebra, English and Political Science.

❖ **Sports:** LOVED softball – played all four years!

❖ **Friendships:** Enjoyed hanging out with friends and being carefree.

❖ **Getting good grades!** Realizing, I was smart and could do anything. I received an internship my Jr. year through the Orange County Bar Association. Then in my Sr. year I got a scholarship with the Hispanic Heritage Foundation, which helped with purchasing books my first year in College.



High School

- ❖ Things that felt difficult or challenging for me while I was in High School were:
 - ❖ **Desire to be liked and be part of the popular kids.**
 - ❖ **School dances** – stressed out about being asked.
 - ❖ **Having a boyfriend** – It felt like everyone had them and I did not. Was I not pretty enough?
 - ❖ **Sports** – Was I going to start on my team? The pressure of performing and what others would say was difficult to handle. Loved the game, but could not stand the pressure.
 - ❖ **Economic status** – I did not have a large and beautiful home like my friends. I was embarrassed of my house and never had friends over.
 - ❖ **My Parents** – Several of my friends had highly educated parents. They were always at softball games and involved.

High School

- ❖ Jobs I worked while I was in High School were:
 - ❖ **Paying Jobs**
 - ❖ 1st job was at Lamppost Pizza when I was 15 years old.
 - ❖ 2nd job was at Champs Sporting Goods.
 - ❖ Also did odd jobs such as: (i) weekend catering jobs, (ii) answering calls/administrative work, and (iii) trash pick-up for events.
 - ❖ **Non-Paying Job**
 - ❖ Internship at a Law Firm as an office assistant.

Getting into College

- ❖ The top few things I did to ensure I got into college were:
 - ❖ Good Grades!
 - ❖ Involved in extracurricular activities such as sports and school clubs.
 - ❖ Volunteered/internships/jobs
 - ❖ Made a connection with my teachers. This was helpful when I asked for letters of recommendation.
 - ❖ Told my story through my college essays!

As a results I got into: UC Santa Barbara, UC Santa Cruz, The University of San Diego, and Mount St. Mary's University.

College/Grad School

- ❖ I attended Mount Saint Mary's University in Los Angeles, CA., and UC-Irvine, The Paul Merage School of Business in Irvine, California.



Mount Saint Mary's University



The Paul Merage School of Business

College/Grad School

Things I enjoyed

At MSMU

- ❖ Kappa Delta Chi
- ❖ All-girl environment
- ❖ Opportunities: Model United Nations, PLEN: Women In Networking, UCLA Laws Fellows Program, and Shadowing Program.

At Paul Merage

- ❖ The relationships developed with my classmates.
- ❖ International residential.

Things I didn't enjoy

❖ At MSMU

- ❖ No money!
- ❖ Stress
- ❖ Lack of sleep

At Paul Merage

- ❖ Stress
- ❖ Lack of sleep
- ❖ Gained 15 pounds!
- ❖ No family time – poor husband!

College/Grad School

Favorite classes

At MSMU

- ❖ Foreign Affairs
- ❖ Constitutional Law
- ❖ Business Law
- ❖ Public Policy

At Paul Merage

- ❖ Mergers & Acquisitions
- ❖ Investments
- ❖ Business Law
- ❖ Financial Accounting

Least favorite classes

At MSMU

- ❖ Critical Thinking
- ❖ Philosophy

At Paul Merage

- ❖ Microeconomics
- ❖ Operations
- ❖ Statistics

College/Grad School

- ❖ Jobs I worked during College, after College, and during Grad School were:

While at MSMU:

- ❖ Banana Republic (Christmas Job)
- ❖ Woodbridge Association (Security)
- ❖ Kimco Staffing (Temp Agency)
- ❖ YMCA (Summer Job)
- ❖ Babysitting
- ❖ Work Study

Post-MSMU

- ❖ First American Equipment Finance – Account Officer
- ❖ Silicon Valley Bank – Client Service Officer

Worked 6 years prior to attending Grad-School

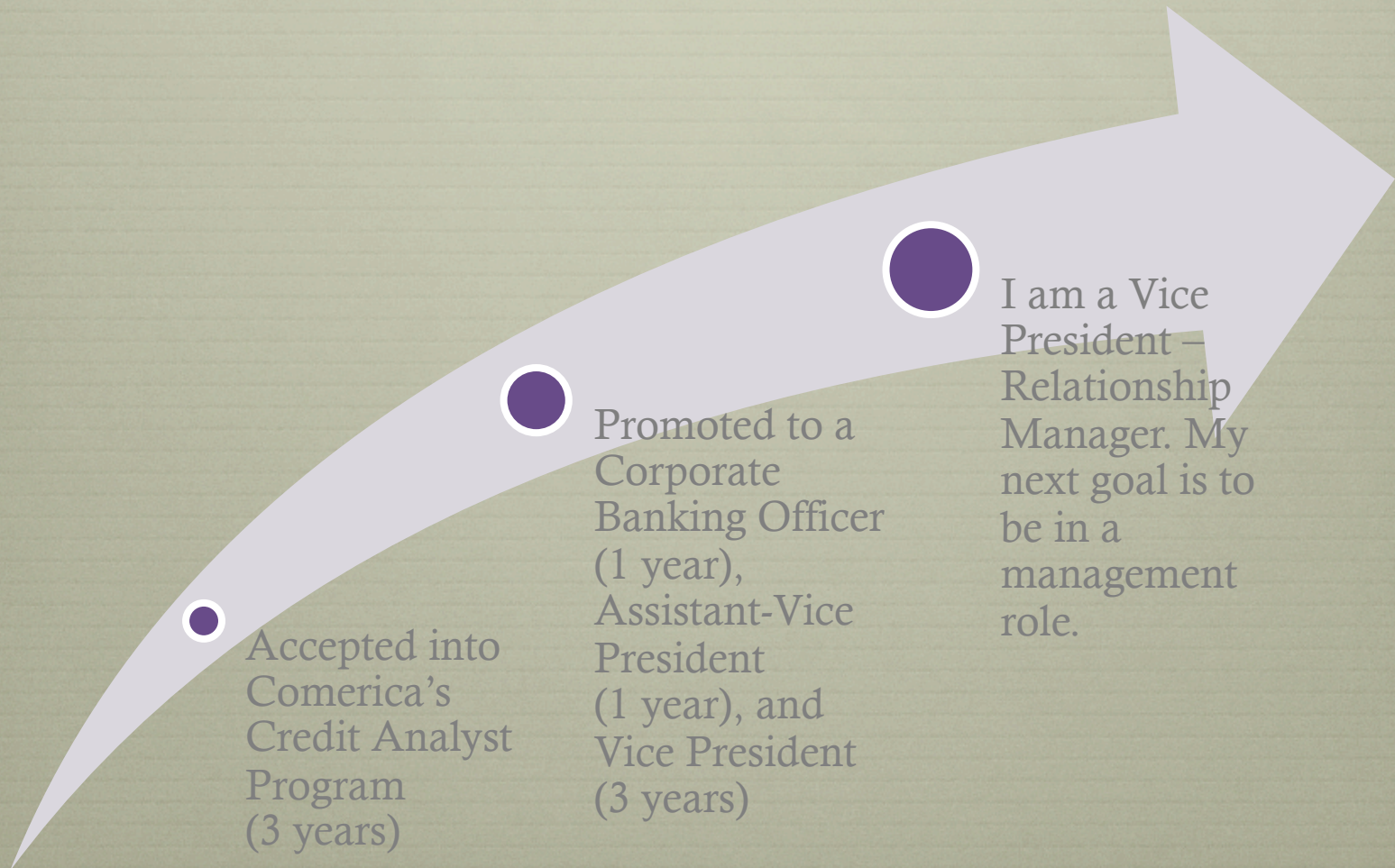
While at Paul Merage

- ❖ Comerica Bank
- ❖ Pacific Enterprise Bank

Getting a job after College

- ❖ The top few things I did to ensure I got a good job after college were:
 - ❖ Good GPA
 - ❖ Obtained work experience through internships and summer jobs.
 - ❖ Talked to alumni, sorority sisters, **networked** and the Career Center.
 - ❖ **Asked for help and feedback.** Had multiple people look at my resume.

My Career Path



This is My Company

WELLS
FARGO

Together we'll go far



Our vision:

*“We want to satisfy
our customers’
financial needs and
help them succeed
financially.”*

It’s about building lifelong
relationships one customer at a
time.

Youth Business : ALLIANCE



My Career

- ❖ Challenges I have had to overcome throughout my career are:
 - ❖ **It's a marathon not a sprint! Be patient.**
 - ❖ **Listen, because you do not know it all.**
 - ❖ **Learn how to “play” in the sand box.**
 - ❖ **Work hard, people are always watching, and be your Authentic Self.**
 - ❖ **Don't complain! You have to pay your dues.**
 - ❖ **Always do your best, don't take it personal, and let it go!**
 - ❖ **Be okay with not being liked.**

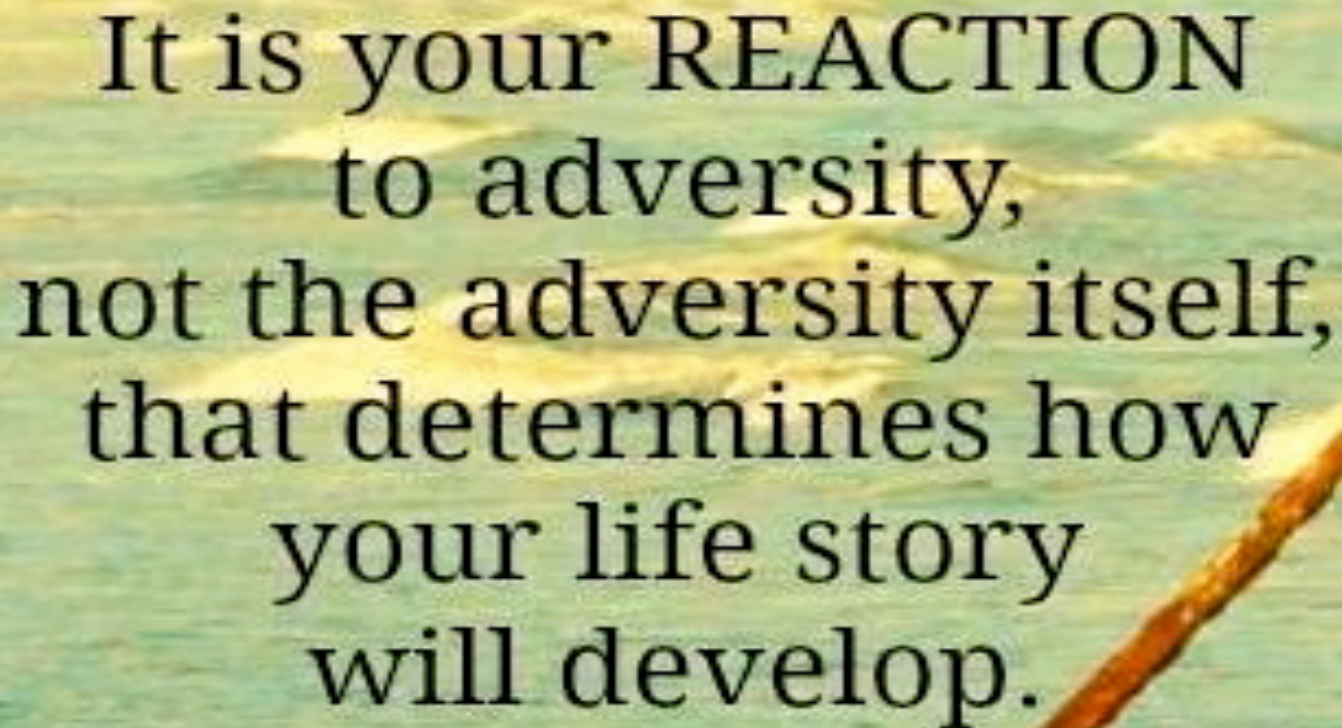


WHEN NOT AT WORK I LIKE TO!



Youth Business : ALLIANCE

If I could talk to my high school self, what would I say?



It is your REACTION
to adversity,
not the adversity itself,
that determines how
your life story
will develop.

Dieter F. Uchtdorf

QUESTIONS???

