

## From the ACE Program Leaders

Fall quarter is flying by at a rapid pace and the ACE program is matching this speed with events and experiences to prepare students for the next phase in their SCU career. Seniors are counting down the days until graduation, juniors are savoring their last few weeks abroad or ramping up for internship interviews and sophomores are close to selecting their majors. Even through the busy times the ACE program is taking time for making connections with ACE alums and students – the foundation of our program. If you didn't get the chance to join us for the ACE happy hour this quarter, consider joining us for the next one or for any of the Leavey School of Business sponsored alumni events. We'd love to see you. This issue of ACE your life explores the relationships and networks that ACE students and alums create and nourish. We hope you enjoy this issue and feel inspired to connect with us at an event, through the ACE company tours program or simply by email ([ugbprograms@scu.edu](mailto:ugbprograms@scu.edu)) with an update on your life.

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## Sophomore ACE Fights Hunger by Launching Organization

**M**y name is Amy Carlton. I'm an ACE sophomore, a social entrepreneur from Lake Oswego, Oregon, and the founder of Teens Fighting Hunger.

While working on a history assignment in high school, I came across some disturbing statistics about the plight of hungry people throughout the world. Taking a closer look at the facts I was shocked to find that even in the United States, arguably the wealthiest nation on earth, there are 12.4 million (now 17.1 million) *children* who go hungry every month... through no fault of their own. I was also surprised to discover that, at least in my home state of Oregon, nearly half of the families with children who receive food assistance have *at least* one full-time worker. The notion that the hungry are comprised solely of homeless, lazy people, drug users or those otherwise making poor lifestyle choices, appears to be a myth. Add to this the short and long term health and societal effects of childhood hunger and it becomes clear that we have a real problem on our hands.

After much consideration, it finally hit me. What if I could turn my earring-making hobby



into a way to raise money to provide hunger relief? And furthermore, what if I could harness the energy and creativity of other socially conscious teenagers and kids? Together we could make a real dent in the hunger problem — and have fun in the process!

Teens Fighting Hunger raises the majority of its money by selling unique, handcrafted products created or provided by its teen volunteers (Hunger Fighters). Arts and crafts are at the foundation of our efforts, however the possibilities for other money-generating products and activities are endless. We also work closely with schools, helping conduct class projects and activities that not only raise funds but promote hunger education, individual involvement & growth as well.

As of September 2011, Teens Fighting Hunger has distributed over \$69,000 to organizations feeding hungry children in America. We have also involved hundreds of teens in community service and educated thousands of people about the childhood hunger problem in the U.S.

Teens Fighting Hunger is an ongoing commitment and our work is far from over. However, I am proud of the work this organization has done, and will continue to do, for the children who need it most.

-Amy Carlton,  
ACE Class of 2014

*If you're interested in learning more, donating, or purchasing our products, please visit our website at [www.teensfightinghunger.org](http://www.teensfightinghunger.org)*

## ACE Happy Hour

Continuing to foster relationships between ACE alums and current students is an important component to the success of the ACE program.

ACE has been hosting a series of events to facilitate connections between alumni and current ACE students. The annual Santa Clara University Grand Reunion seemed like the perfect opportunity to gather and catch up with old friends, as well as reach out to make some new ones.

For the Fall ACE Happy Hour event of the 2011 school year, ACE alums and current students met on campus in the Arts & Sciences Foyer to socialize over drinks and appetizers. The attendance of ACE members ranging from the Class of 2001 to the Class of 2012 made the event truly special.

Gatherings such as this create casual, friendly networking opportunities between ACE alums and senior students as they



Jared Abercrombie ('08) and Kevin Mahaffy ('11) reminisce with Professor Steve Corio



From left to right: Whitney Nelson ('12), Stephanie Chun ('08), Christian Spencer ('12), Jamie Barnes ('12), and Tori Watson ('12)

prepare to leave Santa Clara University and embark into the business world. Perhaps more importantly, these events also create an opportunity to simply relax and enjoy an evening in the company of fellow ACEs.

As our alumni base continues to grow, we want to make sure we remain connected. Because of the great attendance at this event, we plan to host an ACE happy hour to coincide annually with SCU's Grand Reunion weekend.

Many thanks to those of you who were able to attend! Mark your calendars for next Fall's ACE Happy Hour, especially the Classes of 2002 and 2007 who will be celebrating their 10 and 5 year reunions!

*If you are interested in attending next quarter's happy hour or would like to make planning suggestions, please contact Alex Carpenter at [UGBPrograms@scu.edu](mailto:UGBPrograms@scu.edu)*

## ♠ ACE In Action

**Congratulations to the following ACE Alumni on their recent achievements:**

- **Jennifer Murphy '07** accepted a new position in May as a Market Strategies Analyst at Safeway
- **Catherine Waite '08** began serving as Assistant Director of Undergraduate Admissions at SCU this October
- **Rob Harding '09** is serving as a Revenue Accountant at Zynga, a social network game developer
- **Dave Gamache '10** is now a Designer at Twitter. Follow him at <http://www.twitter.com/dhg>

Have news to share? We want to hear from you!  
Email your personal, family, or job updates to [UGBPrograms@scu.edu](mailto:UGBPrograms@scu.edu)

## ACE Student Experiences the Value of the ACE Network

This past summer I interned with the Technology Mergers & Acquisitions Group at Bank of America Merrill Lynch in Palo Alto. The process of landing the internship gave me a chance to experience firsthand the tremendous value provided by the ACE program, while the internship itself provided me with an opportunity for unprecedented learning and professional development.

I began my internship search process with an interest in finance and technology, but no idea where I wanted to work. I started applying for corporate finance positions at tech firms here in the Valley, but wasn't sure which career path was right for me. Several weeks into my search, an opportunity to apply for an internship in investment banking presented itself through the ACE program. Immediately I knew it was the right fit for me. Though I knew very little

about investment banking at the time, I was excited by the prospect, and that was missing with other internships I had applied for. I immediately began focusing on learning as much as possible about the industry, hoping to land an interview and, ultimately, an internship with Bank of America Merrill Lynch.

An ACE alum who previously worked at BofA Merrill Lynch, Scott Kirk, was extremely helpful in preparing me for my interviews. He spent hours providing advice and guidance that proved to be invaluable as I faced the challenge of the investment banking interview process. Brenda Versteeg, the Assistant Director of the Undergraduate Business Program, was also incredibly helpful, taking the time to coordinate phone calls and provide support along the way. The help I received in preparing for the interview made me realize the power and value of the ACE network.

While the interview process was certainly difficult, it was a veritable

walk in the park compared to the internship itself. My typical day started at 9am and ended at midnight (or later), with an additional 15 hours of work done over the weekend. Those 90 hours a week were spent working with financial models in Excel and formatting the results in PowerPoint. The learning curve was steep, the hours were rough, and exceptional results were both expected and demanded. Yet despite the difficulty I really enjoyed the experience. While it was certainly hard work, I was rewarded with a real sense of accomplishment and a full-time offer at the end of the summer.

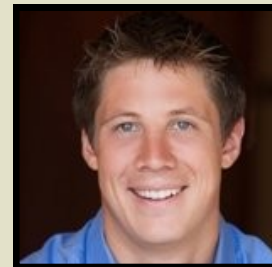
Looking back on the process of landing an internship, I am struck by the importance of utilizing one's network. Relationships can do more for a job search than any course or extracurricular activity ever could. I am also amazed by how quickly the internship experience passes. I would advise anyone entering an internship to work hard and truly make the most of it. It may seem like a long way off, but black gowns and funny square hats have a way of sneaking up on you, so enjoy it while it lasts!

-Chase Thomet  
ACE Class of 2012

### Scott Kirk

ACE Class of 2008

*We sat down with Scott and*



*asked him a few questions about what it's like to be an ACE alum. Here's what he had to say...*

#### **Why do you feel it is important to give back to the ACE program?**

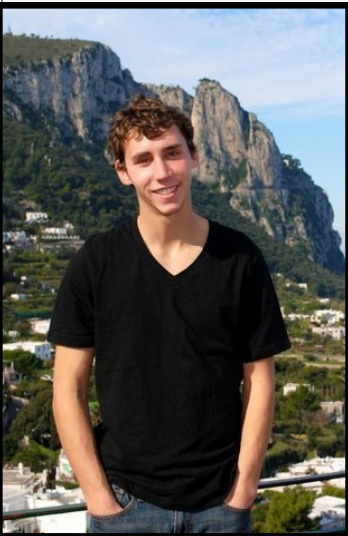
In general, the ACE program does a great job of building a solid young network, and it has been instrumental to me figuring out a career path and connecting to the people who can help me in my pursuit. I want to contribute to the network and help build SCU's presence in the finance world.

That being said, the beauty of the ACE network is that students can initiate dialogue and alumni a few years ahead are able to open the door to opportunities. At the end of the day, the credit is not to me, but to hard working, driven students like Chase.

#### **If you could give ACE seniors one piece of advice as they transition from school to the business world, what would it be?**

Most people come out of school and go into an industry or job that they're excited about, but they don't always know what they're getting into. Work hard and do everything to the best of your ability, but if an opportunity presents itself have the willingness to take a leap of faith and try something new.

***“Relationships can do more for a job search than any course ever could.”***





## **Host a Student During ACE Company Tours!**

***Help an ACE sophomore experience Silicon Valley & Profession Life***

**The ACE Program is recruiting professionals to assist with ACE Company Tours for our Sophomore ACE students. Would you be interested in supporting this opportunity for the current ACE students?**

ACE Company Tours provide an opportunity for 1 or 2 students to spend time with you, touring your work environment and learning what a typical day on this job is like. The time commitment is flexible during the spring quarter (April-May) and your participation would greatly enrich the education of the students beyond the classroom.

**If you are interesting in donating your time, please contact us at [UGBPrograms@scu.edu](mailto:UGBPrograms@scu.edu).**

**We appreciate your help!**



### **ACE Program**

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***Address Correction Requested***

***What's new with your ACE colleagues?***