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FALL 2014

# KPMG GO

ACCELERATE YOUR CAREER

# Partner +Protégé

How one young man challenged himself and, with the help of his "East Coast mother," succeeded on all counts.



In this issue:



## Off the charts

Brothers successful shore to shore.

## Trailblazers

1,000 standout treks!



**BREAKING NEWS**  
Announcing The KPMG  
Women's PGA  
Championship!

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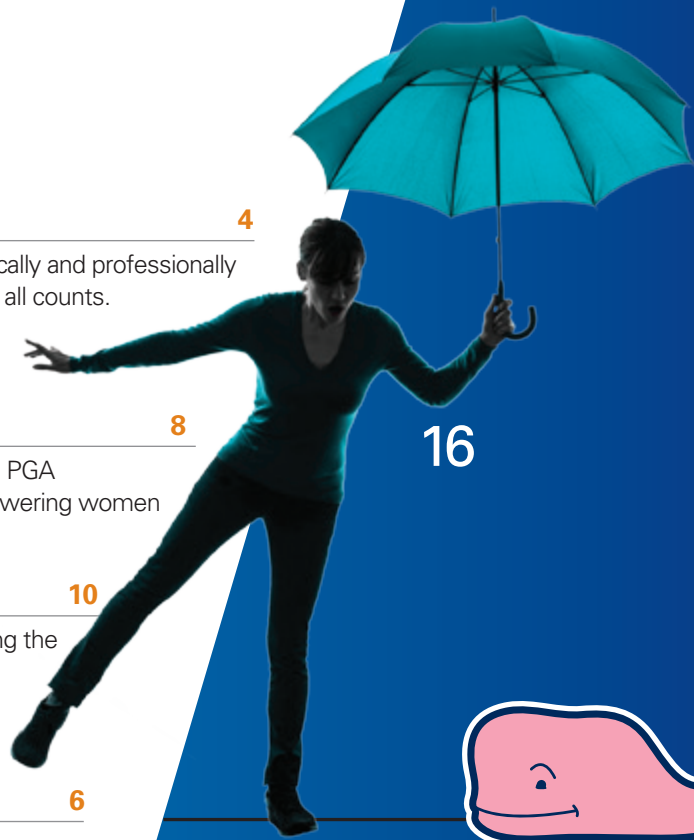
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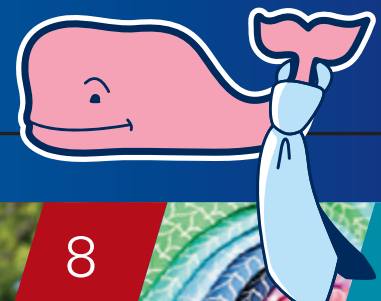
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Fall 2014



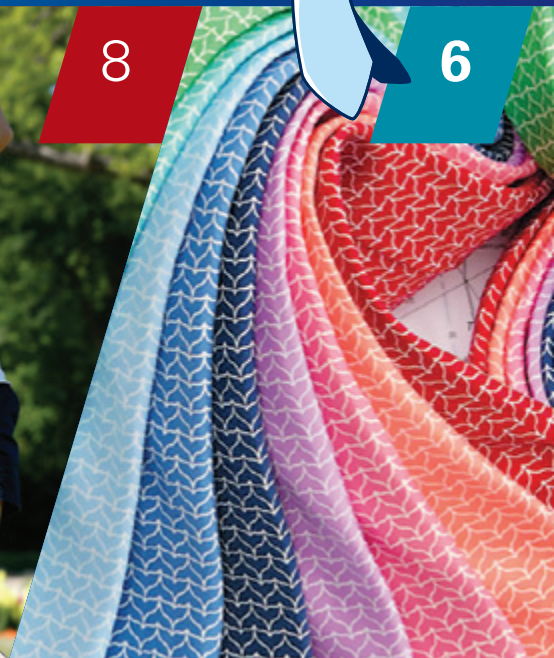
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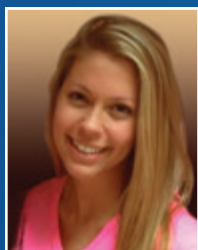
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**KPMG's Global Advantage is an exclusive** international leadership opportunity for top U.S. college students who are one year away from internship eligibility. Students Julia Roop and Justen Yao participated in Global Advantage 2014, held in London, England, from July 1 through 4.

Before they left to learn from KPMG partners, be introduced to KPMG global clients and build their network with KPMG employees, Julia and Justen answered some questions about Global Advantage.



**Julia Roop**

*Villanova University '16*

*How have you prepared for participating in Global Advantage?*

Guided by KPMG recruiter Lauren Simek, I've participated in campus activities such as KPMG's International Case Competition and attended recruiting and networking receptions. Lauren suggested I investigate Global Advantage and, after a series of interviews, I was offered a spot. With the help of Rick Steves' guidebook *London*, I'm plotting some London adventures — including attending the Ceremony of the Keys.

*What do you hope to gain from participating?*

Global Advantage provides the opportunity to go outside the traditional role of tourist and experience the global business world. I hope to acclimate myself to the European work environment so that I will be confident when working abroad in the future.

*Why does a global program have special value for you?*

While my accounting curriculum and CPA exam requirements prevent me from studying abroad for a semester, this gives me a condensed version of what I would have experienced and an opportunity to become acclimated with the firm I hope to work for. KPMG has given me the opportunity to remain abroad after the program ends. So I'll travel in Switzerland and Austria, concluding by celebrating my 20th birthday!



**Justen Yao**

*University of Missouri-Columbia '15*

*How have you prepared for participating in Global Advantage?*

I have never been to London before, so to prepare for the upcoming trip, I have been learning and getting myself familiar with the customs and etiquette.

*What do you hope to gain from participating?*

I hope to gain a global mindset. I also look forward to learning from KPMG leaders who will help me get a head start on my international accounting career and to building strong friendships with the other participants.

*Why does a global program have special value for you?*

It provides great insight to the business world. To be successful, companies must think globally. Traveling internationally to attend Global Advantage allows me to experience global business first hand.

**KPMG**  
**Global Advantage**



# KPMG GO

ACCELERATE YOUR CAREER

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15 Canada Square is KPMG's brand new, commissioned office is located at London's Canary Wharf. The West India Docks in East London once formed part of the busiest port in the world and Canary Wharf is now one of London's two main financial centers. It is home to many of the UK's tallest buildings, including the 50-story One Canada Square. 15 Canada Square a prime example of a 21st century 'green' building at the forefront of environmental efficiency. In its construction, KPMG applied extremely strict carbon criteria and incorporated a range of best-practice sustainable features within robust financial criteria. The building provides a flexible workspace for 4,000 KPMG staff members — and offers an environment that welcomes and supports clients. An additional 1,500 KPMG staff members continue to work from the firm's Salisbury Square offices in the City of London. By consolidating KPMG's London property portfolio into two buildings, the firm has created a stronger community feel for staff members while maintaining a presence both in the City and at Canary Wharf that, together, enable KPMG to deliver the highest standards of service to clients.

# Partner +Protégé

**How one young man challenged himself personally, academically and professionally and, with the help of his “East Coast mother,” succeeded on all counts.**



**New Drexel University student and ALPFA (Association of Latino Professionals in Finance and Accounting) scholarship winner Skyler Logsdon arrived in Philadelphia from California during a very cold winter in 2012.**

It was bitter cold and, at his new apartment, the furnace wasn't working," says Patricia Boshuizen, partner, KPMG in Philadelphia and Skyler's new mentor. "That was unacceptable. So I came downtown and called the landlord. The furnace was fixed within hours." Patricia leads the Latino Network at KPMG and is the president of the Philadelphia chapter of ALPFA. Patricia adds, "I have two sons Skyler's age — and he's become the closest thing to having a third."

"I transferred to Drexel University in Philadelphia from a California college I felt was too close to home," explains Skyler. "I'm from the small town of Ojai, California, and was the local high school quarterback. I wanted to challenge myself in a new place at a school without a football program. Drexel gave me the opportunity to invest in academics for my future and to try being a big fish in a big pond." He adds, "Patricia is my mentor, but became more like my East Coast mother — really cutting the 3,000 miles between me and home with invitations to special events like Thanksgiving dinner."

Skyler had not heard of ALPFA before being approached to go after the new ALPFA Cares scholarship that combines money and mentoring. As it turned out, he became the first recipient of \$20,000 from the combined contributions of corporate sponsors KPMG and Boeing and matching funds up to \$5,000 from Drexel University's LeBow College of Business. Recipients must be of Hispanic or Latino origin, be pursuing a bachelor's degree in business and have

a GPA of 3.4 or above. "The ALPFA Cares scholarship allowed me to focus on my studies rather than worry about tuition, books and rent," says Skyler. "It's been great for me, and I'd love to see it keep going for many years."

"We added the mentoring component," explains Patricia, "because we believe just giving students money wasn't enough. They also need support and guidance." She adds, "I decided to be the mentor to the first recipient, and I have made myself available to Skyler via meetings, phone and email."

"I really believe the best decision I made in my first 22 years was to come to Drexel," says Skyler. He adds that the best for his next 22 years and beyond was to decide to join KPMG full time in Los Angeles in Fall 2014. He'll be concentrating on forensics. "KPMG felt right from the first interview, and I accepted their offer on the spot," says Skyler. "It's a dream come true to be going back to California near my family and work at KPMG. I want to be the best new hire KPMG has ever had."

"Skyler is a very sharp young professional who knows where he's going," says Patricia. "We will continue our relationship through KPMG and ALPFA — a lifelong career resource." She concludes, "My career is in its sunset, so I want to leave a legacy for those who will come next. I want to be the partner who helps them all be successful." ●







### Learn from the student



Skyler Logsdon says he “learned from football to be a student of the game— know it—and then give it all you’ve got.” Leaving home, getting a scholarship and landing his first job demonstrate the wisdom of his approach. He’s also already used his Drexel University major in entrepreneurship as a catalyst for invention. Skyler’s hairstyling app allows users to upload photos of favorite haircuts, carry them on their smartphones and use the power of pictures to show new stylists exactly how they want their hair cut.

Drexel University student and ALPFA scholarship winner Skyler Logsdon and his mentor, Patricia Boshuizen, partner, KPMG in Philadelphia, share smiles at Drexel’s signature new LeBow College of Business building in Philadelphia.

## Listen to your mentor

Patricia Boshuizen, partner, KPMG in Philadelphia, often provides her mentees with some straight talk about the work world. Here are four of her key points:

-  **No one can be successful alone.**  
You need to look for mentors, coaches and sponsors. Today’s leaders have teams to support them — and, as a future leader, you need to build a support network of your own.
-  **Learn to take constructive feedback.**  
There is no gold star simply for showing up. You still have a lot to learn.

-  **Communication is crucial.**  
Realize that you cannot substitute social media for real human interaction. You must know how to speak with your managers, clients, peers and team members. If you don’t, you’ll soon become very quiet — and overlooked — in business settings where the ability to articulate your thoughts counts.
-  **Think outside your comfort zone.**  
Find new and unusual routes to get to where you want to go, because the competition is tough. Proceed with patience and an open mind, always remembering to ask yourself, “What am I bringing to the table?”

# Off the Charts

Sailing against prevailing career winds, two brothers create a company that's become successful shore to shore

They're certainly dressed for the part: In their vineyard vines® Web site video, brothers Shep and Ian Murray are clad in shorts and flip-flops. They look confident and relaxed—a pair of almost accidental entrepreneurs who quit their day jobs fifteen years ago and created both a company and a culture that makes people happy.

As they tell it, they grew up in Connecticut and spent summers on Martha's Vineyard. They loved the island and its laid-back lifestyle. As young adults, the brothers decided they needed something different from their Manhattan jobs, so they got the idea to create the kind of fun, colorful ties that professionals in the city would wear to remind themselves of weekends, sailing, family and good times.

Over the Fourth of July week 1998, their first batch of 800 ties with the pink whale logo sold out on Martha's Vineyard. The phenomenon kept growing from there—with a real office, then a bigger office, a staff, many stores and many additional products. Shep and Ian say they've "proved that the American Dream is alive and well." And, apparently, living on an island.

In 2014 vineyard vines® is opening several new retail locations and significantly expanding the flagship Edgartown store on Martha's Vineyard. This will bring the total number of stores to 46 nationwide. Both vineyard vines® stores and the company Web site sell the company's iconic ties, of course, but also many additional products for men, women, kids and the home. KPMG recently became the accounting firm for vineyard vines®.

Sarah MacKeil, senior associate, Audit, KPMG in Stamford, graduated from the University of Connecticut and joined KPMG fulltime in 2010 after completing an internship. "vineyard vines® became a KPMG client in 2013," explains Sarah. "It's one of the most interesting companies I've audited, because my friends and I wear what the company makes!" She continues, "I also find the entrepreneurial

*"Every day should feel this good."*

— Shep and Ian Murray,  
Co-founders & CEOs,  
vineyard vines®



Today, vineyard vines® is a fast-growing company known for its iconic look. In 1998, Shep and Ian Murray started out selling ties from their jeep.



atmosphere at vineyard vines® is a lot like the one at KPMG in Stamford—very relatable. Working on the engagement has reinforced my understanding of how a young company operates, and how, if you put in the effort, you reap the rewards.”

Tom Murray, senior manager, Audit, KPMG in Stamford, is the vineyard vines® engagement manager. (Tom is not related to the Murray brothers.) “It’s great to work with a company that’s experiencing growth and success,” says Tom. “The company takes a very collaborative approach, holding meetings with us early on. Their CFO, Beth Ambargis, reached out in the fall after we won the audit engagement and got us set up with a company overview and introductions—IT, wholesale, retail, everything.” That was crucial, explains Tom, because “It’s a challenge to tackle a first-year audit when you don’t have the knowledge gained from past years.”

“Working with KPMG is very much like a partnership,” says Beth. “They bring a wealth of experience in retail and have invested time in learning our business. They make us feel our business is important to them.”



Team members Sarah MacKeil, top  
Adam Glielmi, bottom

Beth worked closely with Sarah and the entire KPMG team on the initial audit. Says Sarah, “I found Beth’s help invaluable.”

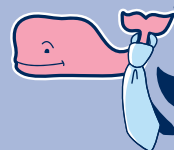
The KPMG vineyard vines® audit team also includes Adam Glielmi, associate, Audit, KPMG in Stamford. Adam interned with KPMG in Summer 2012, graduated from Lehigh University and the University of Connecticut/Stamford, then joined the firm in 2013. “I didn’t know about vineyard vines® before working on the engagement,” says Adam, “but during the audit, I ran into one of the owners having coffee. He couldn’t have been a nicer guy. The opportunity to make that kind of contact with an entrepreneur was great.” Adam looks forward to continuing with the vineyard vines® audit—seeing how things have changed in a year and developing deeper relationships.

Tom Murray is proud that vineyard vines® selected KPMG and believes the choice may have been, in part, the result of an expanding company wanting something over and above auditing skills. “KPMG takes a consultative and comprehensive approach,” explains Tom, “and a company rapidly creating its future needs that.”

The Murray brothers of vineyard vines® end their video story with, “People always say that if you do what you love, you’ll be successful. There’s no doubt that we’re doing what we love and loving what we do: We’re having fun, working hard and meeting great people.” In the words of the company brand, “Every day should feel this good.” ●

***“Working on the engagement has reinforced my understanding of how, if you put in the hours, you get the rewards.”***

— Sarah MacKeil, senior associate, Audit,  
KPMG in Stamford



**TIED TO A CAUSE**  
making a whale of a difference

Tied to a Cause is the vineyard vines® corporate responsibility program supports dozens of causes, including the ALLY Foundation, AmeriCares, Breast Cancer Alliance, Fisherman’s Conservation Association, IFAW, The Michael J. Fox Foundation for Parkinson’s Research, Martha’s Vineyard Preservation Trust, Sailing Heals, Share Our Strength and the USO. The company is proud to be making, as they say, “a whale of a difference.”

# Winning Women

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KPMG creates the KPMG Women's PGA Championship and partners to develop a multi-faceted program empowering women on and off the course.

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"I've always said I want to leave the Tour in a better place," says KPMG brand ambassador and golf champion Stacy Lewis. "I've done that slowly—whether it's introducing little kids to golf or other giving-back activities. But this is something that's going to change the Tour. It's going to change women's golf."

Stacy's referring to the recent announcement that KPMG, the PGA of America and the LPGA have partnered to create the KPMG Women's PGA Championship and a multi-faceted program focused on the development, advancement and empowerment of women on and off the golf course. The KPMG Women's PGA Championship, broadcast in partnership with NBC and Golf Channel, brings together a world-class, annual major golf championship with a women's leadership summit and an ongoing community initiative to inspire and develop new generations of female leaders.

The KPMG Women's PGA Championship will rotate annually among prestigious courses in major metropolitan markets. In its first year, the Championship will be held June 8-14, 2015, at the Westchester Country Club in Rye, New York, with a purse among the highest in women's golf at \$3.5 million.

The LPGA Championship began in 1955, five years after the birth of the Ladies Professional Golf Association. Past champions include legendary players Mickey Wright, Betsy Rawls, Kathy Whitworth, Nancy Lopez, Juli Inkster, Annika Sorenstam and Se Ri Pak. The KPMG Women's PGA Championship field of 156 will include the top eight finishers from the previous year's LPGA Teaching & Club Professional National Championship, including PGA of America women members if they rank among the eight positions.

"KPMG is proud to take on this groundbreaking sponsorship and to work with the LPGA, the PGA of America and NBC to inspire today's and tomorrow's



women leaders," said KPMG Global Chairman John Veihmeyer in announcing the new championship. "This collaboration will not only bring women's golf to new audiences—it also creates opportunities to expand women's leadership on and off the course, empowering today's women leaders and cultivating the next-generation of female leaders."

KPMG will spearhead the women's leadership summit hosted on-site during championship week, bringing together top women leaders in business, politics, sports


and society to network, learn and give back. KPMG also will manage the ongoing community initiative to provide today's top women leaders the opportunity to cultivate the next generation of female leaders and equip them with the leadership skills, networks and confidence through scholarships, training, internships and mentoring programs.

KPMG, the PGA and the LPGA will create an advisory board of exemplary female leaders to shape the strategic direction of the women's leadership summit and community initiative.

PGA of America President Ted Bishop praised the new championship, saying, "We look forward to teaming with the LPGA to make the KPMG Women's PGA Championship the can't-miss week for female leaders." LPGA Commissioner Michael Whan commented, "This event will change lives—both for the female professionals who will compete in the KPMG Women's PGA Championship and for the women it will impact in both the women's leadership summit and community initiative."

Stacy says the new championship and women's initiative proves "We can make a difference outside of golf—and that's one of the things I'm proud of." She adds, "The PGA of America's commitment is long term, as is KPMG's. This is going to be lasting." ●



A full-page photograph of Stacy Lewis in the middle of a golf swing. She is wearing a white polo shirt with lime green accents, dark blue shorts, and a dark blue cap with the KPMG logo. Her hair is blonde and tied back. The background is a lush green golf course with trees and a clear sky.

*“This is going to change the Tour. It’s going to change women’s golf.”*

## An Inspiring Champion

**Stacy announced her partnership with KPMG at the Kraft Nabisco Championship in 2012.** Her performance and character drew KPMG to Lewis, as well as her personal story of obstacles overcome: Stacy has a message that resonates with all women.

**Stacy’s first professional victory came at the 2011 Kraft Nabisco Championship,** where she held off defending champion Yani Tseng to win by three strokes. Stacy also represented the United States

in 2011 at the Solheim Cup. In 2012, she was the first American in 18 years to be named Rolex LPGA Player of the Year.

**Stacy claimed her second major championship at the 2013 RICOH Women’s British Open,** finishing birdie-birdie on 17 and 18 to win by two strokes. The victory was the first by an American in the last 10 majors. In 2014, Stacy cruised to victory with a four-under-par round of 67 to win the ShopRite

LPGA Classic by a dominant six strokes. With this win, her second of 2014 and the 10th of her career, Stacy regained the #1 spot in the Rolex World Golf rankings. ●

**Where to GO for more:**

**STACY’S STORY:** [www.KPMG.com/Golf](http://www.KPMG.com/Golf)

**FOLLOW STACY:** @StacyLewis\_KPMG



# onefirm

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# oneteam

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## Countless Opportunities

**T**his fall, KPMG launches its new campus recruitment brand with a refreshed

communications program that includes a brand new KPMG Campus Web site.

Executive Director of Campus Recruiting

Blane Ruschak says the new KPMG brand mirrors the branding philosophy the firm communicates to students through its Branding U program. "Branding U teaches students how important it is to define themselves and what they bring to the table by developing a personal brand," explains Blane. "That's exactly what KPMG has done for itself—bring forward our firm unity, team approach and dynamic, innovative environment filled with opportunities."

"You know what people say about the millennial generation—'a lifetime of careers rather than a career for a lifetime.' Our new

recruiting brand seeks to express our belief that KPMG offers *both*: A firm you can stay with over the long run and one at which you can explore different practices, focus areas and locations."

To develop the new campus recruitment

brand, KPMG completed an intensive, year-long project that included focus groups with college students considering careers in accounting. "Although this was a defined project," says Blane, "our Campus Recruiting team's process of assessment and improvement is ongoing. We are all about exceeding expectations—as are the students we interact with daily." He concludes, "You know, I've been in this profession for many years, yet KPMG's new campus recruitment brand really resonates with me. That's how I can be so confident of its power and universal appeal."

# Branding... Us!

KPMG launches its new campus recruitment brand as a recruiter and student live out its meaning.

**Living the Brand** “This region is fertile recruiting ground,” explains Amy Vanderbilt, a KPMG campus recruiter for the firm’s Advisory practice based in Dallas, Texas. Amy’s territory includes the entire Southwest. “We have several large, excellent universities with accounting programs,” she continues. “In addition, people who go to school here very often want to stay here because we have such vibrant growth in jobs, schools and communities.”

Amy says, “My job is to identify top college candidates who are thinking of going into the accounting and consulting field and really get to know them. Advisory is a very focused and specialized practice, so it’s important to find an individual’s strengths and align them with the firm’s needs.”

Amy points out that students also need to assess whether a firm and a practice are both right for *them*. “I’ve been in their shoes,” she says, “so I understand the importance of the life-changing decisions they’re making. It’s a process of understanding, and I see my role as helping to guide both KPMG and students toward the right opportunities for all parties.”

“KPMG’s new campus recruiting brand gives me an edge over our competition because it distills the firm’s culture—and the matching qualities we look for in new hires—down to the most memorable essence,” says Amy. “I’m eager to take ‘one firm, one team, countless opportunities’ to campus this fall and provide the evidence of its truth.” She concludes, “It’s powerful because it’s a brand I can back up—and students can believe in.”



Amy Vanderbilt



Danielle Sisemore

“When I was an accounting student preparing for the CPA, I never saw myself as a campus recruiter. But that’s where my KPMG career has led me—and I couldn’t be happier! Over the years, I’ve witnessed people changing and developing in similar ways throughout KPMG. It’s why I’m so passionate about delivering our new brand message on campus. I want to get top talent to KPMG so they can explore all our opportunities for professional growth!”

— Betsy Sights, Campus Recruiter, KPMG in Memphis

Danielle Sisemore, University of Texas ‘15, was offered a summer internship with the Advisory practice at KPMG in Dallas and a global internship in Malaysia. “My older sister works at KPMG in Dallas,” Danielle explains, “so I’ve heard about KPMG a lot!” She continues, “I didn’t take the accounting route in school because I wanted to do consulting. But I loved every single person I interviewed with at KPMG. Amy made sure I had everything I needed to complete the interview process and plan to visit a place where I don’t know anyone.”

Amy describes Danielle as “an outstanding student who is a top recruit for KPMG.” She adds, “Advisory is very selective, yet Danielle stood out for her grades, her athletic team accomplishments and her personality. I was so impressed that she applied on her own to our global internship program—and got it! That’s reflective of her commitment to excellence and one reason she and KPMG belong together.”

Throughout Danielle’s internship, she and Amy planned to keep in contact via email. This coming semester, Amy will help Danielle with getting a place to live after graduation, seeking roommates and settling into her new city,

Dallas. “One reason I chose to pursue a job with KPMG,” concludes Danielle, “is the support I’ve felt all along the way. For example, after I was offered the internship, I received congratulatory calls from every one of the KPMG recruiters! They make it clear that, as the new brand says, they’re all on one team working for one firm. I can’t wait to join them.” ●

# A Leader Steps Up

With KPMG's Leadership Edge, you'll be headed for the top!

## GLOBAL ADVANTAGE

**G**lobal Advantage is an exclusive international opportunity for top U.S. college students who are one year away from internship eligibility. Participants travel to Europe to learn from KPMG partners in London and be introduced to KPMG global clients.

## FAST FORWARD

**K**PMG's Fast Forward program is an exclusive, high-impact, interactive leadership and career development program. You'll join participants from across the United States for three days of professional and personal skills development, networking and teambuilding. Fast Forward is designed to provide real-world information while challenging you to become a better leader on campus and in your future career. The intimate setting and action-packed agenda allows you to network with your peers and KPMG professionals.

## FUTURE DIVERSITY LEADERS

**F**uture Diversity Leaders is a structured leadership development and scholarship program for more than 60 high-achieving minority freshman and sophomore college students in business curriculums. Participants receive both financial and professional support through mentoring relationships with faculty advisors and KPMG professionals. You'll have the opportunity to participate in up to three summer internships and receive as much as \$6,000 in scholarships. If you successfully complete your internships and maintain high academic achievement, you'll receive a full-time job offer at KPMG. To be eligible, you must have demonstrated strong academic performance, leadership skills and a commitment to diversity.

## DISCOVER

**D**iscover is a local leadership program to consider if you have not yet been through the internship recruiting process, have approximately two years remaining in school and will graduate with a relevant degree. Discover gives you insight into the culture and career opportunities at KPMG and provides a forum to showcase your strengths and abilities through networking and team-building activities. You'll also gain exposure to clients and connect with KPMG leadership.

## ACE THE CASE

**A**ce the Case participants attend a Case Analysis workshop, a Presentation Skills workshop and participate in a Business Case Competition. The workshops are lively, interactive sessions that teach business case analysis, including critical skills and processes to analyze and present an effective case. The Business Case Competition allows you to put your new skills to work immediately and get feedback from KPMG professionals. After completing Ace the Case, you may want to apply to KPMG's International Case Competition if your school participates. It's a great way to practice for your future career.

**L**eaders start strong and keep going. But they don't climb alone. Every summer, KPMG offers a variety of great Leadership Edge programs that can quickly have you exploring possibilities, developing business skills, networking with peers, interacting with seasoned professionals and testing yourself in new and dynamic situations. Take your first steps toward greatness with Leadership Edge.

# Trailblazers

*Around the World in 1,000 Treks* tells how each one has been a standout



Since KPMG's Global Tax Trek program launched in 2006, over 1,000 tax professionals have

embarked on journeys that helped them develop advanced technical and personal skills, build remarkable relationships and generate great memories. *Around the World in 1,000 Treks* offers highlights from dozens of global assignments and allows the trekkers themselves to tell how their experiences contributed to personal and professional growth, created new friendships and connections and opened doors to languages and cultures.

Tax Trek is KPMG's unique global mobility program that enables KPMG tax professionals to gain global experience and knowledge early in their careers. Eligible employees can participate in short-term international assignments that enable KPMG member firms to resource client-facing assignments or business-building project work. Available to all KPMG member firms internationally, Tax Trek enables high-performing tax professionals who have worked with a KPMG member firm for at least two years to embark on three- to six-month international assignments with other tax practices.

This new tale of the Trek is KPMG's kind of adventure reading: [www.kpmg-go.com/taxtrek](http://www.kpmg-go.com/taxtrek)



**Tessa Criticos, senior manager, KPMG in Stamford**

**Trekking to Germany as a senior associate**

*How did your Trek develop you as a tax professional?*

For me, the term "global economy" went from being a phrase to a relatable concept. I have a greater appreciation of working with multinational clients and member firms.

*How did your global experience help your career?*

It helped me realize that my development at KPMG is potentially limitless. I learned that I could succeed away from my home office, and this increased my confidence as a tax professional. I have been on two rotations since my Trek assignment and my Tax Trek experience gave me the boost to pursue and accept these opportunities.



**Alexander Low, manager, KPMG in Seattle**

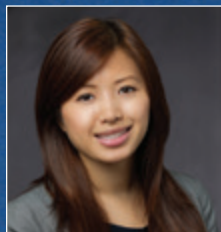
**Trekking to Hong Kong as a senior associate**

*How did your Trek develop you as a tax professional?*

It has given me newfound courage and confidence whenever I am tasked with something that is new or unfamiliar. It has shown me that I cannot only handle curve balls and various unknowns, but also that these moments can be most exciting and rewarding.

*How did your global experience help your career?*

It has opened my eyes to the opportunities to offer US tax expertise to international companies and how valuable our services are to companies that are expanding into the US marketplace. I also realize how valuable relationships/resources within KPMG firms can be and how essential they are when providing clients with advice in a timely fashion.



**Kim Nguyen, manager, KPMG in Houston**

**Trekking to Hong Kong as an associate**

*How did your Trek develop you as a tax professional?*

A few days or weeklong vacation in a foreign country is not the same as actually living somewhere and having your day-to-day work integrated as well. The opportunity opened my eyes to the rest of the world and gave me a global outlook on the world we live in.

*How did your global experience help your career?*

I'm now more in tune to what KPMG in the US can offer our Houston clients and how our service lines connect globally. I can now reach out and collaborate better with our network of KPMG professionals.







***“Tax Trek helped me build a large network of contacts spread across the globe.”***

– Jordon Holmes, senior manager, KPMG in Dallas trekked to Brazil as a senior associate.

***“One’s destination is never a place, but rather a new way of looking at things.”***

– Sarah Miles, senior manager, KPMG in Canada trekked to Germany as a manager.

***“You will learn more than you expect and it will benefit you in ways you are not yet aware of.”***

– Chris Zibert, senior manager, KPMG in San Diego trekked to India as a senior associate.



# Balancing ACTS

These great KPMG programs can help you build a career while realizing personal goals.

**“A lot of people take vacation over the summer, but that just hasn’t been an option for me,”** says Laura Byerly, manager, Audit, KPMG in McLean. Laura’s main client has a June 30 year end, which creates a busier summer workload. So between Thanksgiving and New Year’s Day 2013, Laura Byerly and her husband took in the sights and hit the slopes all the way from South America to Montana on... sabbatical. Laura planned ahead and combined two weeks of personal time off with a four-week sabbatical to visit friends in Santiago, Chile and family in Montana.

**“In 2013, I decided I needed a break once the busy season was over,”** explains Jon Swanson, senior associate, Advisory, KPMG in Washington, DC. “I asked my senior manager if I could take a sabbatical for a couple of weeks—and he agreed. I was really excited KPMG gave me the opportunity and was flexible in allowing me to choose the dates for my sabbatical. While I was away from work, I got the opportunity to visit my family. That was important to me. After my sabbatical, I felt refreshed and was ready to get back into my normal routine.”



## “We want to keep good talent, so how can we make it work for you?”

“As a first year associate, explains Stefanie Bryan, senior associate, Audit, KPMG in San Diego, **“I wanted to take advantage of the CPA bonus KPMG offered. That meant I needed to pass all four parts of the exam within a year of my start date.** I took off nine weeks to study for and take the CPA exam. I passed—and got that \$5,000 bonus!

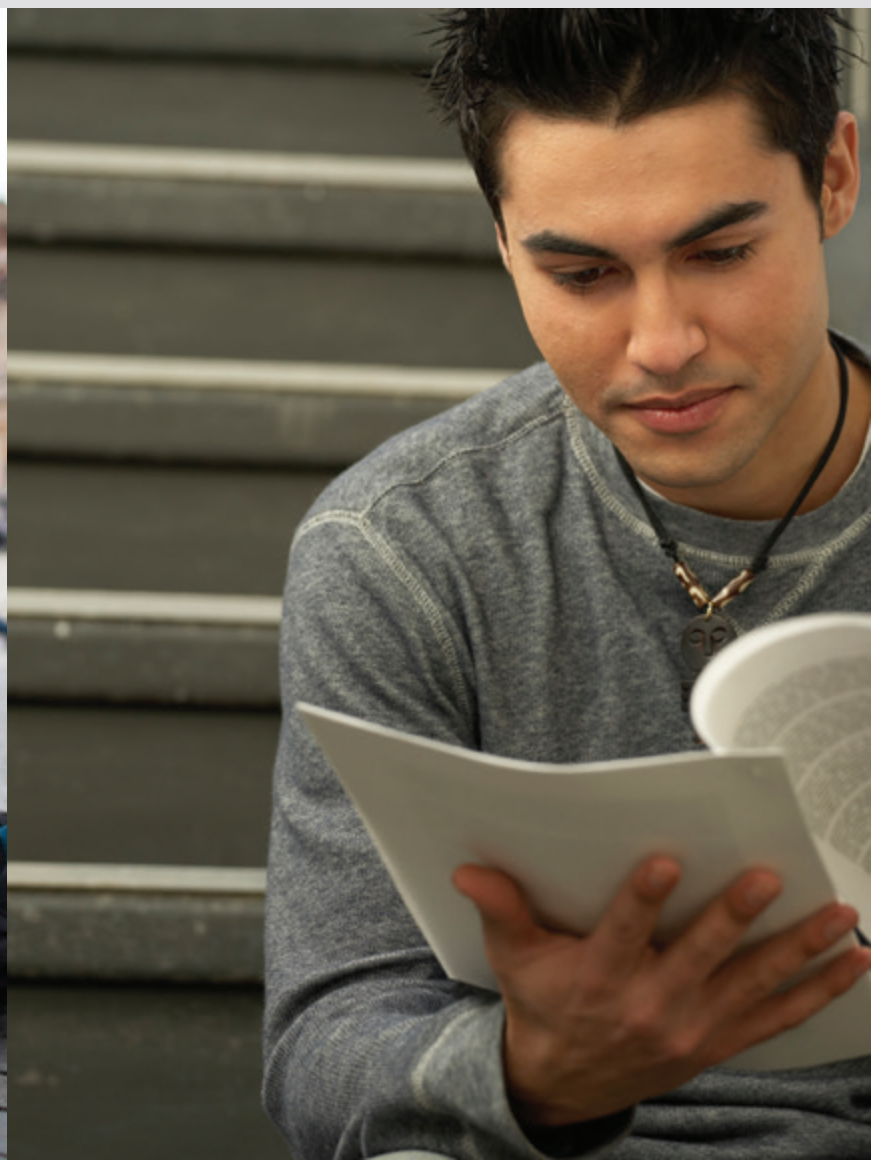
Another year, I traveled through Germany and the Czech Republic with a KPMG colleague. Our trip culminated in Munich, Germany, at Oktoberfest.”

**It’s true! KPMG’s sabbatical program allows eligible employees to take up to three months off at 20 percent of base salary while maintaining employment status, seniority and full benefits. In fact, more than 2,000 KPMG employees have taken a sabbatical. Whether you want to pursue a passion, further your education, spend time with family, serve your community or travel, a KPMG sabbatical can make it possible.**

**When Nicole Hilbert, partner, Audit, KPMG in Cleveland, had her first son 13 years ago, she decided to return to work only three or four days a week.** She says her managers told her, “We don’t want you to leave. We want to keep good talent, so how can we make it work for you?” During her second maternity leave, Nicole was made a partner!

**Mamta Soni, manager, Audit, KPMG in Cleveland, still remembers the day she was trying to meet a work deadline before leaving on a four-week trip to India.** It was then her infant son got very sick. After trying to juggle everything, she called her colleagues and told them, “I know this needs to be done today, but I need to be home with my son.” When they reassured her they could handle things if she didn’t come into the office, Soni says she thought, “I’m so happy I work here.”

**KPMG wins accolades and industry praise for being a flexible and parent-friendly workplace, including being named among the Top 10 Companies for Executive Women by The National Association for Female Executives and the Fortune 100 Best Companies to Work For. KPMG recently enhanced the firm’s parental leave benefit to more than double the amount of fully paid time off—up to 18 weeks—that new parents and other primary caregivers can receive after the birth of a child, adoption or foster care placement. New parents can also ease back into their schedules by working part-time or working remotely on some days. ●**





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## CHOOSE! YOUR KPMG PRACTICE AREA

# 02

# Choose

**KPMG offers great career opportunities in three practice areas. As you apply for internships and approach graduation, consider which area may be right for you.**



### AUDIT

**KPMG's Audit Practice** plays a key role in helping to build and maintain the credibility of independent reporting for today's capital markets. It's an environment where new auditors can get their careers off to the right start. The firm's audit approach combines deep, industry-specific knowledge, a global methodology and an information-rich technology environment. Some 138,000 KPMG professionals at KPMG's international network of member firms provide independent, high-quality audit services to companies in over 150 countries. Their work can help companies manage financial reporting risk, learn from an enlightened industry perspective and enhance opportunities to reach business goals. Joining KPMG's Audit practice can also mean enhanced opportunities for young professionals to develop the skills, knowledge and relationships they need to succeed. ●



### ADVISORY

**Management Consulting:** KPMG can help clients drive sustainable performance improvement and achieve measurable results by providing wide-ranging methodologies across the enterprise, including areas such as finance, supply chain and operations, human resources and information technology and customer strategy. As a professional in this practice, you can help companies improve key elements of their strategy and operations, such as technology implementation, business intelligence, shared services and outsourcing.

**Risk Consulting:** KPMG can help clients identify, understand and act on threats and opportunities, regulatory requirements and competitor vulnerabilities. You'll address needs such as governance, risk management, regulation compliance, project management, forensic investigations, contract compliance, internal audit, information protection and sustainability.

**Transactions and Restructuring:** KPMG works with companies that are buying or selling businesses, seeking financing or experiencing financial difficulties. KPMG can assist companies at every stage of their business life cycles with a focus on building value for shareholders and other key stakeholders. ●



### TAX

**Federal Tax Services:** KPMG provides tax consulting and compliance services for corporations, partnerships, trusts and individuals to help them comply with federal tax obligations. Attuned to the latest IRS rules and regulations, KPMG professionals help clients improve their operations by providing knowledge and technology-based tools to enhance tax reporting.

**Economic and Valuation Services:** KPMG offers a wide range of advanced analytical services that can help clients with their transfer pricing activities, including compliance, planning and assistance with operational implementation and dispute resolution services. The firm also provides services such as business valuation, financial reporting and tax valuation analyses.

**International Tax:** To help multinational organizations deal with their complex tax issues, KPMG professionals provide tax advice about establishing new ventures, planning overseas transactions and maintaining compliance with tax and trade regulations.

**International Executive Services:** KPMG helps companies with global mobility programs for employees on international assignments by providing tax advice on multinational income tax compliance, technology-based managing assignment tools and tax advice for other issues affecting mobile employees.

**Mergers and Acquisitions Tax:** KPMG's M&A Tax practice assists corporate clients and private equity funds by creating tax efficiencies throughout the life cycle of an acquisition, disposition, merger or restructuring. Understanding and planning for the tax implications of a deal can mitigate transaction risks and enhance opportunities.

**State and Local Tax Services:** KPMG's state and local tax professionals help organizations comply with income and franchise, sales and transactions taxes. They also provide business incentive services and keep their clients abreast of new developments. ●

## 03

## Plan



## PLAN! YOUR KPMG OPPORTUNITIES

Get to know KPMG early in your college career—and stay with us right through graduation and potentially in a job with KPMG. Note the timelines, schedules and milestones for KPMG campus visits, leadership programs and internship opportunities.

GO for additional information at [kpmg-go.com/GettingStarted](http://kpmg-go.com/GettingStarted)

### FRESHMAN

Connect with KPMG via:

- ▶ **Information Sessions** – Learn more about KPMG.
- ▶ **Career Fairs** – Meet KPMG recruiters.
- ▶ **Networking Events** – Build your professional network.
- ▶ **Future Diversity Leaders Program** – Apply to this structured leadership development and scholarship program.

### SOPHOMORE

Connect with KPMG via:

- ▶ **Discover KPMG Leadership Program** – Attend a local leadership program that gives you a firsthand look at KPMG's Audit, Tax and Advisory practices.
- ▶ **Future Diversity Leaders Program** – Apply to this structured leadership development and scholarship program.

### JUNIOR

Connect with KPMG via:

- ▶ **Winter or Summer Internship** – Work directly with clients and network with peers, clients and firm leadership.
- ▶ **Global Internship Program** – See what it takes to be a global professional.
- ▶ **Build Your Own Internship Program** – Intern with KPMG in two practices (Audit, Tax or Advisory) instead of one.
- ▶ **Discover KPMG Leadership Program** – Attend a local leadership program that gives you a firsthand look at KPMG's Audit, Tax and Advisory practices.
- ▶ **Fast Forward Leadership Program** – Apply to this national leadership training program with sessions led by KPMG partners.
- ▶ **Global Advantage Program** – Apply to this exclusive international leadership opportunity for top U.S. college students who are one year away from internship eligibility.

## SENIOR

Connect with KPMG via:

- ▶ **Winter or Summer Internship** – Apply if you're on a five-year track.
- ▶ **Interviewing and Recruiting** – Apply for full-time positions if you did not intern.

## FIFTH-YEAR STUDENT

Connect with KPMG via:

- ▶ **Interviewing and Recruiting** – Apply for full-time positions if you did not intern.

## INTERNING

An internship is a terrific way to get real-world experience before graduation. Even better, internships often lead to full-time jobs! Remember, most KPMG internships are reserved for students who will graduate within 12 to 18 months of interning.

- ▶ **If you're on a four-year track**, apply for an internship in the fall of your junior year.
- ▶ **If you're on a five-year track**, apply for an internship in the fall of your senior year and intern in January to March of your senior year or the summer before you start your fifth-year coursework.



## KPMG's Campus Recruiting Calendar

It's good to know when KPMG will be coming to your college in the fall. On some campuses, KPMG also recruits in the spring for internships occurring in the following calendar year, so check with your Career Center or program leadership to learn the recruiting schedule at your college.



## Time Lines for Four- and Five-Year Tracks

Plan your internship and/or job applications based on your graduation date. You may be able to meet all of the requirements for CPA eligibility in four years. Or, you may require five years. Meet with your academic advisor to set your graduation date. Then, check the schedule below to see when to apply for KPMG internships or a full-time position with KPMG.

### FOUR-YEAR TRACK

#### Sophomore Year

- ▶ Spring: Apply for leadership program(s)
- ▶ Summer: Attend leadership program(s)

#### Junior Year

- ▶ Fall: Apply for internship(s)
- ▶ Spring/Summer: Complete internship(s)

#### Senior Year

- ▶ Fall: Apply for full-time position(s)

### FIVE-YEAR TRACK

#### Junior Year

- ▶ Fall: Apply for leadership program(s)
- ▶ Summer: Attend leadership program(s)

#### Senior Year

- ▶ Fall: Apply for internship(s)
- ▶ Spring/Summer: Complete internship(s)

#### Fifth Year

- ▶ Fall: Apply for full-time position(s) with KPMG



## **Driven to succeed. Empowered to inspire.**

Achieving success also means assuming responsibility. The responsibility to lead. And to inspire others.

LPGA champion Stacy Lewis understands that responsibility. As the #1 golfer in the world, Stacy has not only reached the top, she embraces her role of inspiring other women in pursuit of their own dreams.

That's a commitment we admire and why KPMG is proud to have Stacy as a member of our family. We invite you to learn more about her incredible story. And be inspired.

Visit [KPMG.com/Golf](http://KPMG.com/Golf)

 Follow us @StacyLewis\_KPMG

**KPMG**  
cutting through complexity