

# SMITH BARNEY

## INTERNSHIP OPPORTUNITY

### *Summer 2008*

**About Smith Barney:** A division of Citigroup Global Markets Inc., Smith Barney is a full-service financial firm that provides brokerage, investment banking and asset management services to corporations, governments and individuals around the world. In more than 500 offices, financial advisors manage more than 8.8 million client accounts representing nearly \$1 trillion in assets. Clients range from individual investors to small- and mid-sized businesses, as well as large corporations, non-profit organizations and family foundations. For more information, visit [www.smithbarney.com](http://www.smithbarney.com)

**About the internship:** Students will work with UMass Amherst alumnus, Ronald Grasso, Jr. '92. Mr. Grasso, who received his B.A. in psychology, credits much of his success to his strong educational foundation. "Much of my work," he says, "has to do with being able to understand what motivates people and what will make them comfortable and happy in their financial decisions."

Mr. Grasso runs a private wealth management office at Smith Barney in Boston that focuses on the accumulation, preservation and ultimate distribution of wealth for his clients. His practice can be broken down into lifestyle management, liability management, risk management and investment management.

#### **Students selected for this PAID internship will:**

- **Learn about the financial services industry from an experienced practitioner.**
- **Serve clients, do marketing and sales, and gather investment data.**
- **Work part-time over the summer in the Boston office of Smith Barney.**
- **Make valuable connections in the financial services industry**
- **Use and develop skills in communication, event planning, and market research**
- **Earn academic credit\***

**The appropriate candidate will demonstrate an entrepreneurial spirit and interest in the financial services industry.**

**ALL MAJORS ARE WELCOME TO APPLY**

**DEADLINE FOR APPLICATIONS: Friday, March 28, 2008**

\*Students should seek their own faculty advisor for this internship

**2008 Application  
Smith Barney  
Financial Services Internship**

APPLICATION FORM

Student Name: \_\_\_\_\_ Email: \_\_\_\_\_

Campus Phone: \_\_\_\_\_ Cell or Alternate Phone: \_\_\_\_\_

Campus Address: \_\_\_\_\_

Permanent Address: \_\_\_\_\_

Student ID: \_\_\_\_\_ Major: \_\_\_\_\_ GPA: \_\_\_\_\_

**ESSAY:**

In one page or less, succinctly describe what you know about the financial services industry, why you think you are an entrepreneur and why you would like to participate in this internship. Please also attach a resume that describes your previous work and leadership experience.

**References:** Please provide the names of two references in the space below:

Reference #1

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Reference #2

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**APPLICATION CHECKLIST**

\_\_\_\_\_ **Application form**

\_\_\_\_\_ **Essay**

\_\_\_\_\_ **Resume**

\_\_\_\_\_ **References**

**Completed applications should be brought to:  
Jackie Brousseau-Pereira, Director of External Affairs  
SBS Dean's Office, Draper Hall  
40 Campus Center Way  
UMass Amherst, Amherst, MA 01003  
413-545-1933, jackie@sbs.umass.edu**

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