

Georgia Southern University

Digital Commons@Georgia Southern

College of Business News

Parker College of Business Publications

10-11-2022

College of Business News

Georgia Southern University

Follow this and additional works at: <https://digitalcommons.georgiasouthern.edu/cob-news>

This news article is brought to you for free and open access by the Parker College of Business Publications at Digital Commons@Georgia Southern. It has been accepted for inclusion in College of Business News by an authorized administrator of Digital Commons@Georgia Southern. For more information, please contact digitalcommons@georgiasouthern.edu.

FA & SIA Jointly Host E*Trade Speakers

October 11, 2022

by Axel Grossmann



Q&A Session

On Tuesday September 2, the Finance Association and the Southern Investment Association hosted Quentin Wright and Kaelen Kiefer of E*Trade by Morgan Stanley. Mrs. Kiefer holds a BBA in finance with a marketing minor from Georgia Southern University, is a customer service representative with E*Trade, and has been with the



Kaelen Kiefer and Quintin Wright address members of SIA and FA

company for about two years. She is trained in fraud as well as tax/retirement and leads the training of new hires. Quentin Wright

serves as a director of Financial Customer Service for E*Trade. He has been with the company for 14 years and has experience in active trading, operations, and management and holds the FINRA Series 7, 63, 4, 24, and 53 Licenses.

Ms. Kiefer and Mr. Wright talked about their career paths at E*Trade and what they like about their jobs as well as and provided providing a brief overview of the company. They emphasized E*Trade's role in the financial system and that it was the first company to place an electronic trade. Both talked extensively about the importance of FINRA licenses and stressed the outstanding opportunities for learning, training, and growth at E*Trade, which supports new employees obtaining necessary licensing (SIE, Series 7, and Series 63). Kaelen specifically mentioned very good work-life balance that E*Trade offers. Mr. Wright continued talking about challenges with the introduction of zero commission trades and the tasks brokers face advising clients and processing trades. To this end, he discussed questions clients may have with margin calls, impact of stock splits on accounts, etc. He explained the importance of high-net-worth clients and equity compensation plans, which are a big part of E*Trade's corporate service side of its business. They finished their presentation answering questions from the students in attendance such as. For example, the advantages and disadvantages of zero commission trading, the difference between certain FINRA licenses, and which skill sets are important for a student who wants to apply to E*Trade.

E*Trade Financial Corporation is a financial services company that offers an electronic trading platform to trade financial assets including common stocks, preferred stocks, futures contracts, exchange-traded funds, options, mutual funds, and fixed income investments. The company was founded in 1982 and acquired by Morgan Stanley in 2020. To learn more, visit www.etrade.com and for information related to career opportunities, visit www.morganstanley.com/people.

Posted in [Uncategorized](#)

Finance Association Hosts Northwestern Mutual Guest Speakers

October 11, 2022

by Axel Grossmann



Meghan Newell explains financial basics to FA members.

The Finance Association hosted Caroline Dove and Meghan Newell of Northwestern Mutual for the third installment of the Fall 2022 Guest Speaker Series. Ms. Dove is the growth & development director in



Caroline Dove (far left) and Meghan Newell (far right) address FA members.

Savannah, and her focus is on the growth of the local agency. Ms. Newell, a Georgia Southern alumna, is a financial advisor, working with young married professionals, the medical field, and fellow business owners.

Ms. Dove started the presentation by providing an overview about the company and its internship program, which provides excellent opportunities for students and is rated as one of America's top fifteen internship programs. She went over the history of the internship program and mentioned that 53% of all senior leaders at the company started via the program. She further discussed the advantages of having an internship while in college, what an internship at Northwestern Mutual entails, and potential career paths.

Ms. Newell continued talking about the financial planning side of the business, including the importance of the client advisor relationship, knowing what is important to your client, as well as the five key actions about financial security. She stressed saving for current and future goals, including a rainy-day fund. Additionally, she emphasized the importance of knowing one's own cash. Meghan continued by stressing that students should start early with their saving for retirement and the power of compounding. Finally, she discussed the significance of protecting what one has worked for and protecting those you love as well as the importance of giving.

The event ended with students asking questions about the portfolio section at Northwestern Mutual, the current stock market environment, and employment opportunities at Northwestern Mutual.

Founded in 1857, Northwestern Mutual has been serving clients and providing financial security for more than 160 years through risk management planning, wealth accumulation & distribution and retirement planning. It has served clients through both world wars as well as the 2008–2009 recession. Northwestern Mutual was named one of the “World’s Most Admired Companies” in its industry according to *Fortune Magazine*’s annual survey, published February 2022, and secured the number one ranking for its financial soundness, quality of its products/services, and use of corporate assets.

Posted in [Uncategorized](#)