

# Investnet Institute on Campus Resume and Internship Hub Powered by DAKdirect



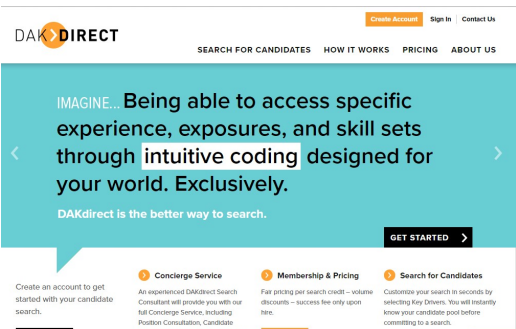
## What is DAKdirect?

To further meet Investnet Institute on Campus' mission of bridging the gap between higher education and the asset and wealth management industry, we took our program beyond the courses and training we offer and added a Resume and Internship Hub.

To do this, we partnered with DAK Associates, a "Top 100" retained executive search and consulting firm that exclusively serves the Financial Services community. With the use of their DAKdirect tool, we are able to put our vetted, trained candidates in the hands of hiring managers.

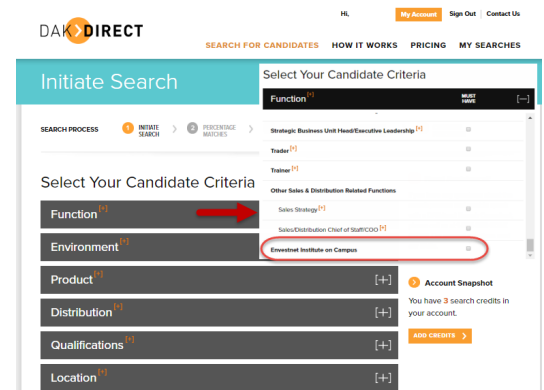
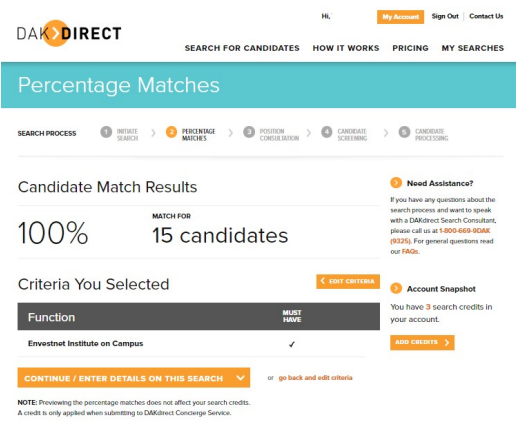
## How does DAKdirect partner with Investnet Institute on Campus?

Once students have completed the Investnet Institute on Campus program, they are offered the opportunity to participate in the Resume and Internship Hub, which makes their resumes and experience easier for employers to find.



Alumni of the program complete an extensive profile, allowing hiring managers to find their credentials and resume within the hub. By filtering for "Investnet Institute on Campus" under function, hiring managers can ensure the candidate has completed the program.

A representative from DAKdirect works as a concierge between the employer and potential candidates to further vet candidates, understand the specific needs for the open role, and provide constant feedback to both the employer and candidates.



After narrowing down potential candidates to those who would be most successful in the position, the DAKdirect representative provides the employer with an average of three candidates to further interview.

For just \$500, hiring managers receive start to finish assistance in locating an employee ready to provide value on day one of employment, significantly reducing costs for recruiting, HR, and onboarding.

## How the process works—a case study

**The Need:** A wealth RIA based out of the Washington DC area, with assets under management in the multi-hundreds of millions, seeks to bring aboard an EIOC student for the Summer of 2017. The internship will require the student to either be from the DC beltway and/or have family in the area who he or she can live with throughout the duration of the internship.

**The Search:** DAKdirect scans through hundreds of student profiles and identifies 83 students who fit the specific criteria of the role and validates that their areas of interest align with the scope of the role.

**The Screening:** DAKdirect contacts 83 students, and 20 students respond to the opportunity and requirements. The 20 students are qualified by DAKdirect, of which 10 students show serious initial interest and have real ties to the DC area. Ultimately, 4 students are officially presented to the client.

**The Introduction:** Three weeks transpire with multiple client/candidate interviews by phone and multiple client/candidate feedback exchanges with DAKdirect. The client identifies 2 finalists from the grouping and conducts Skype interviews with them.

**The Hiring:** A final decision is made, and DAKdirect presents and closes the offer/opportunity with the student.

# SUCCESS!