



### Alumni Spotlight: Annie Liu '20

#### ***1. When were you a member of LLC and what positions did you hold?***

I joined Spring 2018 as a sophomore. I was an associate in REGAL-FIG and then became the Director of Recruiting and later Treasurer.

#### ***2. How did LLC help prepare you for your career?***

LLC gave me a network of friends that I could rely on to ask questions throughout the recruiting and internship process. The friends I made through this organization are an incredible network throughout different paths in the industry that I can always reach out to. It also taught me how to think and sound like a salesperson. The longer you follow markets, the more you develop a feel for what people care about. This transfers directly to the desk and makes me more competitive to stand out from the people who need time to develop that understanding.

#### ***3. What advice would you give to the new members of LLC?***

As a new member of LLC, you have unlocked a whole network of members and alum to network with. Use this opportunity to

your advantage. Ask all your pressing questions - the stakes only get higher as you progress, so get the simple questions out now. Additionally, while you are getting class credit, this organization is not a traditional class. Treat it as a work environment. No one at work will hold your hand or ask you if you need help. If you have a question, be proactive and get the answer, whether it is asking someone or figuring it out yourself. This mindset shift can be difficult initially, but it'll come naturally by the time you start your internship and it will help you stand out.

#### ***4. What advice would you give to current LLC members for their internships this summer?***

Do the risky thing. Email the MD that everyone says is scary. Ask the first question at the event with the head of the group. Raise your hand every time. Being assertive is rewarded and respected. It's risk and return - you won't get noticed if you don't put yourself out there. That being said, make sure you put out perfect work. If you are volunteering to do things, the work better be done right.

Annie is an Analyst at Bank of America on the Equity Sector Specialist Sales Desk. She graduated from Penn State in 2020, where she served as the Treasurer of LLC during the 2019 calendar year and was the Director of Recruiting. Annie interned with Bank of America during the summer of 2019 in the Sales & Trading Division before returning there full-time.