



Financial Management Association
One Washington Square
Accounting & Finance Dept, BT 850
San Jose, CA 95192
www.cob.sjsu.edu/fma

Fall 2009 Professional Development Meeting Minutes

Speaker: Bob Frahm II

September 29, 2009

4:30 PM – 5:30 PM

Held at BBC Room # 202

1. Always show up on time or five minutes early.
2. Diversity of portfolio is important
 - a. When economy goes awry, you won't get completely taken out of the game.
 - b. Must diversify.
3. Understand time value of money
 - a. Value of money over time
 - b. Compound interest
4. Hot stocks
 - a. Have to make decisions
 - b. Questions the stocks that people say are good investments
 - c. Consider risk-reward trade-off
5. EFT investing
 - a. Simply, Easy, Low cost
 - b. Will beat mutual funds almost every year
6. Craps
 - a. Situation to think; Many things are going on.
 - b. Apply to real life. Today is the time to think. Notice things today.
7. Accounting Majors
 - a. Accounting majors always have job opportunities because firms are always hiring. This is because people are always leaving through the back door.
 - b. When you're going to an interview, you have to ask yourself why this particular position is open.
8. Think critically
 - a. Select facts that people tell you. Pick out what you like.
 - b. Talk to people
 - c. Ask people questions



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9. Asset allocation models

- a. Are run by assumptions
- b. Be familiar with the word.

10. Networking

- a. Talk to people you run into
- b. Know where to go. Have access
- c. All kinds of things might make a difference in your life.

11. English Skills

- a. Communicating in English will change your odds.
- b. Having an accent is not always a good thing.
- c. Speaking without an accent will make a difference.
- d. However, knowing how to fluently speak multiple languages is a good thing, once you can speak English fluently.

12. Blackberry

- a. Communication device that is required
- b. Don't fight it.
- c. Must be connected with everything that you do.
- d. Beat competition by being connected every single minute, which means that you are reliable.

13. Return phone calls

- a. Getting back to people is important.
- b. Means that people can rely on you
- c. Gives you a better chance, because it makes you look good

14. First day at work

- a. Getting ready before you go to work
- b. Talk to successful people that worked there
- c. Ask them what you need to do
- d. It's a game. Be prepared. Know what you need to do to succeed.

15. Empathy

- a. Empathy means having feelings for another human being.
- b. If you want to be involved in business, you must have empathy
- c. You must know how/what the other person is feeling.

16. Computer skills

- a. Try your very best to be familiar with different kinds of software.



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17. Career

- a. You want to have jobs where you learn, not necessarily the highest paying job.
- b. You're trying to develop a resume; trying to develop a career.
- c. Consider what you're doing
- d. Pay your dues by working hard, then when you're 30 years old, you can get that high paying job

18. Happiness

- a. You must take responsibility for your own happiness
- b. The decisions you make affect your happiness

19. The Economy

- a. Low interest rates will make a difference over time
- b. Unemployment rates show up late, thus they are late indicators
- c. Stock market is a good indicator

Minutes submitted by:
Elizabeth Le
October 1st, 2009