

## YAHOO! FINANCE

# How a Tenacious Summer Analyst Applicant Got Laughed at by Goldman, Morgan, and Everyone Else on Wall Street

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By Eric Platt | Business Insider – Thu, Feb 9, 2012 10:52 AM EST

As summer analyst recruiting season continues and superdays near, Wall Street has been having a laugh with one New York University applicant who, to say the least, took a surprisingly dogged approach with his cover letter.

He wrote:

"I am unequivocally the most unflaggingly hard worker I know, and I love self-improvement. I have always felt that my time should be spent wisely, so I continuously challenge myself ... I decided to redouble my effort by placing out of two classes, taking two honors classes, and holding two part-time jobs. That semester I achieved a 3.93, and in the same time I managed to bench double my bodyweight and do 35 pull-ups."

Since Thursday, February 2, when a Bank of America Merrill Lynch director forwarded the cover letter out to his entire team, offering drinks "to the first analyst to concisely summarize everything that is wrong with" the note, it has passed through more than a dozen firms.

Already investment banking and accounting teams at Goldman Sachs, Morgan Stanley, Nomura, Citi, Deutsche Bank, PricewaterhouseCoopers, KPMG, Wells Fargo, Keefe, Bruyette & Woods, Perella Weinberg Partners, and Barclays Capital have read the note, along with the student's relatively robust resume.

The letter, which read with perhaps a tad much hubris, comes at a time when summer recruiting is at its peak and anxiety among the nation's junior class is high. Resume drop days, or the deadline when resumes must be received, have largely passed, and students are now in the throes of first round interviews and superdays.

[Also see: [Best College Majors For The Real World](#)]

Superdays, which summer applicants are only now receiving invite to, are day long events where students are interviewed by entire teams of analysts, sometimes as many as four or five in a row, at a company's headquarters.

Each bank has slightly different habits, but the questions generally follow the same script: Walk me through a balance sheet and income statement? How would you value a company in this industry? Why our bank? What stocks are you bullish on?

Inside NYU the email has also gotten play, with graduates of the Stern School of Business taking a shot at their liberal arts college peer.

Collegial cover letters do not always stand out among the thousands of pages in any university resume book, which is a collection of an entire undergraduate class's CVs. Human resource analysts generally don't get past the first few lines, especially when they have tens of thousands to read, making this letter all the more noteworthy.

The reception so far to this cover letter has been mixed. While it certainly stood out, investment banking directors value some form of humility.

Below, the full cover letter submitted to NYU, redacted where necessary.

NYU CareerNet / 2012 IB Risk Resume Bundle



1/23/2012

J.P. Morgan

Dear Sir or Madame:

I am an ambitious undergraduate at NYU [redacted]. I am a punctual, personable, and shrewd individual, yet I have a quality which I pride myself on more than any of these.

I am unequivocally the most unflaggingly hard worker I know, and I love self-improvement. I have always felt that my time should be spent wisely, so I continuously challenge myself; I left [redacted] because the work was too easy. Once I realized I could achieve a perfect GPA while holding a part-time job at NYU, I decided to redouble my effort by placing out of two classes, taking two honors classes, and holding two part-time jobs. That semester I achieved a 3.93, and in the same time I managed to bench double my bodyweight and do 35 pull-ups.

I say these things only because solid evidence is more convincing than unverifiable statements, and I want to demonstrate that I am a hard worker. J.P. Morgan is a firm with a reputation that precedes itself and employees who represent only the best and brightest of those in finance. I know that the employees in this firm will push me to excellence, especially within the Investment Banking division. In fact, one of the supporting reasons I chose Investment Banking over any other division was that I know it is difficult. I hope to augment my character by diligently working for the professionals at Morgan Stanley, and I feel I have much to offer in return.

I am proficient in several programming languages, and I can pick up a new one very quickly. For instance, I learned a years worth of Java from NYU in 27 days on my own; this is how I placed out of two classes. I have a fantastic background in [redacted] covering a variety of useful topics including: [redacted]. Even further, I am taking [redacted] currently, two [redacted] courses so that I may truly offer the most if I am accepted. I am proficient with Bloomberg terminals, excellent with excel, and can perform basic office functions with terrifying efficiency. I have plenty of experience in the professional world through my internship at [redacted]. In fact, my most recent employer has found me so useful that he promoted me to [redacted]. This role is usually reserved [redacted] but my employer gave the title to me so that he could give me more work.

Please realize that I am not a braggart or conceited, I just want to outline my usefulness. Egos can be a huge liability, and I try not to have one.

Thank you so much for your time, and I look forward to hearing from you.

Best,



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