

INTERVIEW WITH SEAN CASEY
INVESTMENT ASSOCIATE / PORTFOLIO MANAGER
KINSHIP TRUST COMPANY, LLC

Where did you attend college? What type of degree(s) did you earn, and in what field(s)?

I earned my undergraduate degree from John Carroll University in Political Science and had a minor in Economics. Recently, I completed my MBA from Northwestern University's Kellogg School of Management with a concentration in Finance. I also became a CFA Charterholder in 2002.

What is the name of the company you work for?

I work for Kinship Trust Company, LLC which is a single family investment office with several billion dollars in investment assets.

What is your current job title, and what do you do?

Investment Associate / Portfolio Manager – I am the “#2 investment guy” where I have a fairly wide scope of responsibilities. My main responsibilities today are running a portfolio of hedge funds and our portfolio of global marketable debt and equity investments. I also work from time to time on our private equity and venture capital investment strategies and sit on three limited partner advisory boards: a California based early stage venture capital firm, a New York based growth equity firm and a Hong Kong based pan Asian growth equity firm.

How did you get your current job?

The President of the consulting firm I worked at previously (Stratford Advisory Group) left to become the Chief Investment Officer of the family office and I was his first hire to help him build out the portfolio and related infrastructure. This was an astounding opportunity for a guy my age in this business and I owe my break to him.

Coming out of college, did you know what you wanted for a career?

I did not. I actually took the first job that was offered to me, which was from my summer internship at the Federal Reserve Bank of Chicago. I did not plan well and candidly was lucky. In retrospect, someone was taking care of me.

Did you achieve that goal?

I think I learned a ton about myself from taking the job at the Federal Reserve Bank of Chicago. Namely, I realized that I needed a hard driving environment with little bureaucracy, which was a great lesson to learn early.

While in college, what did you do to prepare for graduation, your first job, and your current job?

I didn't prepare enough for graduation. My internship was my stepping stone to my first job so I was too lax in my search. In hindsight, I should have more actively worked with the JCU alumni network to see if there was anything else I should be interested in. I also should have thought more strategically about my internship. With regard to my current job, what prepared me was listening to people around me (to take the CFA examination and go to business school) and working as hard as I could. I am very lucky to have found someone (our CIO) that trusts a 30-year-old guy to do the research and take the educated risks that I do.

What advice would you give underclassmen?

Enjoy yourself and build a good network of friends. You will take care of each other later in life and business. Also, don't underestimate the power of the alumni network. I never used JCU's network to the extent that I should have, but I hope in the future we can all give back to the university in a meaningful way by helping each other and enhancing our individual brands.

What advice would you give seniors or graduate students who are seeking a job?

You are qualified for any job. Get out there, apply, and believe it is yours. I work with Harvard, Yale, Stanford, etc. graduates every day and I am convinced that graduates that I went to JCU with are as smart or smarter (and better yet, we have a chip on our shoulders about it so we work harder too)! Also, don't worry about your major not being the exact major for the job you want. Every company is going to train you their way. They are looking for good thinkers. You can always prove that JCU has made you a future thought leader.

How can you make yourself stand out among every other job candidate?

I have hired a fair number of people in the past several years and what I care about is well-roundedness. Being one dimensional in your life doesn't add as much value as someone who is well versed at many things. Don't underestimate the amount of socially driven work you do or the sports that you play. I know people who hire only athletes as they know how to lose and understand teamwork (depending on the sport). Also, remember that your resume and cover letter are your only shot at getting chosen in many cases so they have to be perfect. They are basically two pages that sum up the character of your past 21 years. Don't let

your grammar or spelling get in the way of your dream job. Lastly, find out as much as you can about the person / firm you are going to interview with. *Subtly* showing you know something about them and their organization makes you appear to be interested and diligent.