

Alec Schwartz

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410-917-4151

Education	Bachelor of Science in Commerce and Business Administration , Est. May 2021 Major: Finance Minor: Real Estate Overall GPA: 3.44/4.0 Dean's List (2017-2018, Fall 2020)
Course Work	Accounting, Business Finance, Macro-Economics, Micro-Economics, Statistics, Introduction to Real Estate
Internship	College Financial Representative with Northwestern Mutual, Summer 2020 <ul style="list-style-type: none">• Hands on experience about the full financial planning process• Began own financial practice• Dialing and Prospecting• 75+ meetings with prospective and current clients• Participated in fact finding meetings with prospective clients• Illustrated and educated prospective clients on their unique individual financial planning analysis• Extensive learning in the topics of:<ul style="list-style-type: none">○ Retirement Planning Accounts○ Insurance Policies○ Investment Strategies○ Diversification of financial planning• Joint work with some of the most experienced financial advisors in the industry Wealth Management Internship with Morgan Stanley, Summer 2019 <ul style="list-style-type: none">• Shadowed numerous financial advisors• Developed a true understanding of a financial environment• Examined client portfolio's• Preparing mailings for a Financial Seminar• Cold calling Sports Marketing Internship with Multimedia Management Corporation, Summer 2019 <ul style="list-style-type: none">• Cold calling
Activities	Pi Kappa Phi, Fall 2017-Present <ul style="list-style-type: none">• Scholarship Committee Best Buddies
Study Abroad	John Cabot University, Rome, Italy, Spring 2020
Computer Skills	Proficient in Microsoft Office Suite (Word, Excel, PowerPoint)
Honors	Nominations in: Alpha Lambda Delta, Phi Eta Sigma, Phi Sigma Theta, The National Society of Collegiate Scholars