

Internship in Nashville at a Charles Schwab affiliated Wealth Mgmt firm. This will be on handshake also shortly. Note this internship is unique in two ways. The first is that rather than focusing on working at the firm and learning by doing, there is a large focus on workshops focused on developing resumes, cover letters, interview skills, networking skills, leadership skills, and investment analysis skills. The second is that this is an unpaid internship.

This is a short version. It will help if they look at the internship section of our website and click on the "**see all Alumni**" tab.

“Founded in 2007, **Rayburn West Financial Services, LLC** is a Charles Schwab RIA with a proven track record of success in asset management. The Managing Partner, Ray West has over 30 years of experience in the financial services industry, having worked at Merrill Lynch, First American National Bank, Raymond James, and Pinnacle Financial Partners. <http://www.rayburnwest.com/>

Students that have interned with Rayburn West have gone on to accept opportunities with Blackrock, Deutsche Bank, Stifel, Aronson Capital Partners, HSBC, Societe Generale, Softbank, Wells Fargo, Soros Family Office, Bain Capital, Brown Brothers Harriman, Blackstone, SunTrust Investment Banking, Regions Bank, Raymond James, Capital One, and multiple boutique trading firms on Wall Street.

RWFS is now offering talented students the opportunity to learn about investment analysis and general business skills through its Research Analyst Internship Program. This internship consists of units of weekly sessions led by Ray West. During the sessions, interns will (1) present their company research, and (2) discuss assigned readings. Through their company research, students will learn how to systematically evaluate public companies by extracting and evaluating information from 8-K, 10-K, and 10-Q SEC filings. Through this information, students will learn about companies' management, products, catastrophic risks, durable competitive advantages and earning predictability. Examining these factors collectively, students will be able to evaluate the attractiveness of a particular investment. The choice to take the SIE securities exam is added after the end of the internship. This is the second year to offer this opportunity. It is not required to complete the internship. INTERVIEWING, RESUME AND NETWORKING.

The assigned readings consist of books in the areas of investing, leadership, influence, and psychology. Some of the books on the reading list are The Intelligent Investor (Ben Graham), Securities Analysis (Ben Graham), Eleven Rings (Phil Jackson), How to Win Friends and Influence People (Dale Carnegie), and Influence: Science and Practice (Robert Cialdini). Through learning and practicing the principles in these books, interns will develop the necessary skills needed to succeed in the Finance industry.

If the opportunity to intern with an award-winning investment firm interests you and you would like to learn the technical and soft skills to succeed, please apply to this position.

Other requirements: Be willing to sign a confidentiality agreement- Must have a laptop computer with Wi-Fi.

Check out past internship success stories at: <http://rayburnwest.advisorflex3.com/internships.html>

Hiring Details: Students can send their resume and cover letter to ray@rayburnwest.com.

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