2020-2021 ICC Annual Report A Year in Review









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LETTER FROM CO-PRESIDENTS

We became Co-Presidents in March, exactly two days before school went virtual. At that point we had never met in person – something that wouldn't change until 6 months later. In the small world that is Ivey we managed to go an entire year without running into each other.

We're convinced that with anyone else, going from zero to hours-long daily calls would feel awkward, especially when you don't have the benefit of in-person coffee or drinks to break the ice. But we hit it off. We were both semi-closeted nerds (yes, Katie's a nerd) with eccentric personalities. Our attitudes, energies, ambitions, and vision for ICC perfectly complemented each other, and neither of us can remember making a faster friend. We got the same luck with the rest of our Exec. Walid, Michaela, Callum, Sarah, Char, and Josh felt a bit like family before we had ever hung out in person.

From what we've gathered, running a club virtually can be a nightmare. It's hard to get people to care. It's hard to bring out energy, hold each other accountable, and have a good time. But working with this group was a smoother experience than any in-person team environment we've been in. We're convinced it has little to do with what we brought to the table as Co-Presidents, and everything to do with the people we worked with. The community we've built through ICC and all the accomplishments in this report would not have been possible without such a fun, solid, tight-knit team. A big thanks to them for giving their all to ICC.

On that note, some more Thank-You's:

- **To our partner firms**, for believing in ICC's value, for generously contributing to our resources, for hosting events with us, and for being a pleasure to work with.
- To our many panelists and speakers who gave us their time, encouragement, and insights.
- **To our mentors**, who continue to dedicate countless hours to chats, mocks, pep talks, and event support.
- To lvey's Career Management, for being such a dependable resource to lean on.
- To Chantelle Wong (HBAA Club Co-Director) and Nadia Kirkland (HBA & GDip Program Assistant) for putting up with all the email back-and-forth and being unbelievably patient with event scheduling and rescheduling.
- Again, to our Executive Team, for making us the luckiest Co-Presidents in the world. Running this club with you has been the highlight of our year.
- And finally, to our members, for being the reason we love our roles. Your energy, positivity, engagement, and feedback have meant the world to us.

Thank you all for an excellent learning experience and a memorable year! The lvey Consulting Club wouldn't be what it is without you.

Auto Kate y

Kimia Raahemifar & Katie Yao ICC Co-Presidents, 2020/2021

MEET THE TEAM



Katie Yao Co-President BCG BOSTON GROUP



Kimia Raahemifar Co-President

accenture Summer Internship BAIN & COMPANY (Full-Time



Josh Guo VP Mentorship Monitor **Deloitte.**



Michaela Borell VP Operations BAIN & COMPANY (*)



Walid Mahd VP Finance VAASCENT Summer Internship MasterCard Advisors Full-Time



Charlotte Sarvesvaran VP Development





Sarah Peccia VP Partnership Scotiabank



Callum McKenney VP Communications Deloitte.



OUR MISSION

ICC helps students explore, understand, and ease into consulting recruiting by making the industry more accessible and approachable, while giving them the tactical skills and resources they need to succeed. This club caters to students of all backgrounds and levels of familiarity with business and consulting.

Ivey can be intimidating. People come from all walks of life and have varying levels of business knowledge and experience. For students with non-business backgrounds, meeting peers who understand the ins and outs of an industry from Day One makes it easy to feel behind, especially when it comes to recruiting. It can dampen your outlook on what feels within the realm of reason for your own career possibilities.

One thing we love about our Exec Team is that it is well-rounded. We have people from medicine, polisci, engineering, pre-health and business programs. We have people who knew about consulting since high school, and people who first heard about it at Ivey. We all had different recruiting experiences, but we all agree that the support and encouragement we received from ICC played a key role in our success stories. Coming into our roles, our goal was to amplify and extend this support as we pay it forward.

With this in mind, our vision centered on **making the consulting industry feel more accessible to all students at Ivey, no matter their background**. From our own experience, we know there is no ideal candidate for consulting; what's valued is diversity of thought, experience, and intellect. We wanted to make this clear so no student self-selected out before giving it a shot.

In person, we had imagined this would look like chatting with people in the halls, getting coffee between classes, hosting social events, holding drop-in hours with pizza – building community through in-person interactions.

The way we achieved our vision virtually looked quite different, but somehow felt more effective. Every ICC event was centered on being casual, genuine, and approachable. Our pace and our content focused on catering to everyone, not just students comfortable with consulting. We increased the length of our events, introduced skill-building workshops, and developed resources for those learning about consulting for the first time. We emphasized our own personal experience through "ICC Exec Horror Stories" to help candidates picture themselves in our shoes and ease the interview jitters.

By winter break, our virtual office hours felt less like coffee chats and more like drop-in catch up sessions with a community we had come to know.

HOW WE DELIVER

There are four core parts to making this happen. Development's Bootcamps and Skill-Building workshops provide deepdives on the industry, case prep season, mental math and the basics of networking. Partnerships works with 21 firms to host events that help students get introduced to and learn about firms, expand their network, and prepare for recruiting. *Mentorship* connects and coordinates coffee chats and mocks between upper years and HBA1s, between HBA1s and their peers, and between Exec and members, all of which play a big role in building the ICC community. Finally, our internal, member-exclusive Learn Page is stacked with hundreds of pages of resources and content to cover ground that isn't well-conveyed in the form of an event. Tied together with seamless operations and communications, ICC delivers its mission through these four components.











The virtual nature of school in 2020 posed a challenge for all clubs. Student organizations couldn't put up posters, hang around the Grand Hall during clubs week, or catch HBAs on their way out of classrooms. Given student disengagement with Ivey's virtual content, COVID had substantially increased the barriers to advertising.

To our surprise, ICC was among one of the only clubs to gain more members in 2020 than in 2019, which speaks to the value we provide and our dedication to consistent outreach. We added 341 members this year – that's 73% more than Ivey's second-largest club and roughly half of the HBA1 community – beating last year's figures by 14%.

HOW WE PERFORMED

A year in review by the metrics:





The membership fee has been TOTALLY worth it for the events, case prep and rocket blocks access. Being able to talk with execs who have gone through the recruiting process has also been really helpful."

Thank you so much ICC exec team for being so prepared and willing to help us. There is a super high standard being met with every event and resource/newsletter released"



The consulting recruiting process feels far more transparent and accessible by the way ICC has approached the workshops, panels, and firm events."

HOW OUR MEMBERS FEEL

In December 2020, we released a feedback form to gauge how our members felt about ICC's performance to date. We received responses from 126 (roughly a third) of ICC's HBA1 members. Here are some of the highlights:





OUR PARTNER FIRMS

We worked with 17 current partner firms and 6 newly onboarded ones to develop interview prep content, host workshops and events, and connect recruiters with high potential students. In 2020/2021, we doubled average partner firm engagement.



OUR MENTORS



Adam Miller Bain & Co.



Aidan McFarlane SAP



Amy Li Boston Consulting Group



Anna Abraham Accenture



Anna Larkin ZS Associates



Billy Liu KPMG



Blaise Cunningham KPMG



Brock Lumbard Boston Consulting Group



Brooke Rowland ZS Associates



Byron Luk Accenture



Cat Mihevc Accenture



Celena Gong Boston Consulting Group

OUR MENTORS



Dalton McPhaden Deloitte



Dante Severini Bain & Co.



Dapo Folami McKinsey & Co



Dea Singh Kearney



Deshna Kanesalingham Accenture



Graham Bohm McKinsey & Co



Hannah Gibb Accenture



Jason Chan EY Consulting



Jesse Zender Oliver Wyman



Joe De Sousa Invictus



Komahan Paramaanantham DocuSign Strategy



Larissa Lalonde Monitor Deloitte

OUR MENTORS



Lena Robinson ZS Associates



Maddi Farwell KPMG



Marwan Yousif Deloitte



Matt Pereira **Boston Consulting** Group



Max Horne Mastercard Advisors



Michelle Lam Bell



Nick Katsiris Bain & Co.



Nicole Ng KPMG



Rachel Liu Accenture



Rachel Rothstein Bain & Co.



Rahina Damji Kearney



Tania Kwan KPMG



Vivian Xia EY Consulting



Shannon D'Souza EY Consulting



Event Highlights

A glance at all ICC-run workshops and ICC X partners firm events.

A VIRTUAL SUMMER WITH ICC

ICC Full-Time Skills Bootcamp

May 23 2020, 1:00pm - 1:30pm



Our Team shared application tips, ran through the fulltime recruiting process, and answered questions about general industry practices. Then, our partners for the event – Mastercard Advisors and Level5 Strategy – each hosted 30-minute workshops on best practices for and examples of both the traditional and written case format. Exec wrapped up with a live mock interview to give a sense of what an interview-ready case looks like.

ICC Full-Time Consulting Panel

June 20, 4:00pm - 4:45pm

STRATEGY



Great advice comes from those who've been through the process! Recently graduated HBA students shared their full-time recruiting experiences, gave valuable advice and guidance, and answered all our members' questions. Our five incredible panelists were:

- Jackie CIBC, Oliver Wyman
- Omri RBI, Satov
- Ryley Goldman Sachs, BCG
- Calvin Red Team Investments. Accenture
- Nadia Telus Digital Strategy, KPMG

McKinsey x ICC AMA

June 25, 8:00pm - 9:00pm



Ask Me Anything with McKinsey was an excellent opportunity for ICC members to learn even more about the firm before applying! We were joined by Jenny, Dapo, Adithya, and Erica – incoming interns or full-time analysts at the McKinsey Toronto office - who shared work stories, recruiting insights and interview tips.

McKinsey & Company

A VIRTUAL SUMMER WITH ICC

Black Ingratiation: Only One In the Room August 6, 7:00pm - 8:30pm

New this year





Thank you to UWO Black Students' Association for hosting this open dialogue with support from ICC. A special Thank-You to five Ivey Alumni – Teddy, Danielle, Fenton, Paul, and Tolu – for sharing their thoughts, stories, and experiences as Black individuals both at Ivey and now in the corporate world. This event helped us learn and educate ourselves on how to navigate the workplace in a way that addresses implicit biases and doesn't perpetuate microaggressions. We hope the 100 participants that tuned in took away as much from the conversation as our ICC Team did.

Welcome to ICC September 23, 8:00pm - 9:00pm



At ICC's kick-off event of the HBA1 school year, we introduced our newest members to what ICC is and what we do, shared how to best utilize the many resources that we offer, outlined what to expect for the school year, and gave some ideas of how to start setting up for recruiting season. Members had the chance to get to know the exec team and our amazing mentors through speed chats. It was a fun way to start the school year and to get to know each other.

ICC Summer Consulting Panel September 25, 3:00pm - 4:00pm



Our six incredible HBA2/3 panelists - Adam, Brock, Dapo, Larissa, Maddi, and Anna - spent their summers with consulting firms and shared their insights on recruiting with our HBA1 members. They discussed everything from internship experience to long-term career goals and answered tons of our questions. The panel was a valuable learning experience – 93% of attendees reported that they learned something new at the panel and 87% gained a better understanding of the consulting industry.

ICC Bootcamp 1.0 + Meet Your Mentor October 5, 7:00pm – 8:00pm



In ICC's first bootcamp of the year, we provided an indepth introduction of the consulting industry and the recruiting process. ICC's exec members Charlotte, Katie, Walid, and Josh, covered everything from the recruiting timeline, networking tips, virtual coffee chats, and partner firm briefs. At the end of the event, members met their ICC mentors in breakout rooms. We were blown away by the turnout and positive feedback – we hope members gained value and had as good a time as we did.

BCG Coffee Chats October 6th, 3:00pm - 5:30pm



ICC members had the opportunity to chat with and get to know representatives from BCG in small groups. They learned about what management consultants do, how they work with clients, and why the job might be different than you think!

Monitor Deloitte: What is Strategy October 13, 6:00pm - 7:30pm



Monitor **Deloitte.**

Monitor Deloitte held a virtual event to share what strategy means to them, why it's important to their work, and how it ties into the Monitor brand. After showing off their tight-knit culture, representatives answered the question "what is strategy" through an interactive workshop where attendees learned about the methodology Monitor uses in strategy engagements.

Bain Day in the Life October 14, 6:00pm - 7:00pm





In this flagship event, firm representatives gave us a look into the day-to-day of consulting at Bain, the culture of the firm, and different programs available such as office transfers, externships, and extra-10's! Afterwards, members got to pop into different break out rooms and chat with representatives about all sorts of topics and opportunities at the firm.

Crack the Case with McKinsey October 15, 6:00pm - 7:30pm



McKinsey & Company In the first half of this workshop, McKinsey consultants walked attendees through best-practices on how to prepare for their interviewer-led case-based recruiting process. In the second half, attendees had the chance to network with McKinsey firm representatives in small breakout rooms to learn more about their experiences at McKinsey, the recruiting process, and chat about anything else!

ICC Skill-Building: The Social Network October 20, 7:00pm - 8:00pm

New this year



With recruiting season ramping up, we covered every networking-related topic we could think of to help ICC members make better connections and feel more comfortable meeting new people. Those who attended also received a copy of our slidedeck that includes examples of different reach-out emails, LinkedIn messages, calendar invites, follow-up thank-you emails, and more! The event was a huge success, and we can't wait to host it again next year!

ICC Firms Panel

October 26, 7:00pm - 8:00pm



HBA students heard from consultants working at six different firms:

- EY Consulting
- KPMG Management Consulting
- Mastercard Advisors
- Invictus Strategy & Analytics
- ZS Associates
- SATOV Consultants

Thank-You to the panelists for sharing their career journeys and valuable advice about consulting recruiting.

McKinsey x ICC Virtual Coffee Chats

November 12, 5:30pm - 6:30pm

McKinsey & Company

McKinsey hosted our members for Virtual Coffee Chats, where they spent 20-minutes in breakout rooms with McKinsey consultants to ask any questions about the industry, what makes McKinsey unique, and more!

McKinsey x ICC Fall AMA

November 12, 7:00pm - 8:00pm

New this year



McKinsey & Company On the same day, a more casual Ask Me Anything event offered another opportunity for HBA students to learn about McKinsey before submitting their applications. We welcomed back Jenny, Dapo, and Erica – incoming interns or full-time analysts at the Toronto Office – to share more stories and insights with our members.

Get to Know BCG

November 13, 2:00pm - 3:00pm



BCG's Ask Us Anything event was an informal and candid conversation with Ivey alumni who are now working as consultants at BCG. ICC members were able to connect virtually with BCG consultants who helped them further explore what BCG had to offer, discuss any unanswered questions, provide advice on navigating recruiting, and shared their BCG experiences.

ICC Bootcamp 2.0: Getting Started With Case Prep

November 17, 6:00pm - 8:00pm



This 2-hour bender was worth it. ICC members learned about everything they needed to know as they headed into case prep season. A special shout-out to Darren now a BCG Project Lead - who hopped on the call to help break down the traditional case. The event was a hit – 92% of our attendees reported felt more prepared for recruiting this Bootcamp.

Cross Sector Leadership Panel with Deloitte

November 23, 5:00pm -6:30pm

New this year



ICC members had the opportunity to join Deloitte Consulting in a leadership panel with Partners and Senior Management from Deloitte's Public Sector, Financial Services, M&A, and Monitor teams. Through a panel followed by small breakout rooms, members learned about Deloitte's different service lines directly from the people leading them!

ICC Skill-Building: Mental Math

November 24, 7:00pm - 8:00pm

New this year



In our first ever mental math-focused event we taught our members the types of math they might see in interviews and walked them through examples, gave them tips, showed them to our resources, and ended the night off with some friendly competition and prizes! Thank you to everyone who came out – we'll be sure to run it again next year.

ICC Boutique Firms Panel

November 25, 6:00pm -7:00pm



ICC's Boutique Firms Panel was an opportunity for HBA1 students to hear from Ivey grads working at Wasserman, Level5 Strategy, and Avascent. Through a panel and a Q&A portion, we learned more about our panelists, the partner firms they represent, and those firms' specialties. A huge Thank-You to our panelists for taking the time to speak with us!

Accenture Accelerated Engagement

November 26, 5:30pm -8:00pm



In this hands-on workshop, members worked in teams of 5-6 under the leadership of an Accenture advisor to work through a sample client engagement. This year the session took the form of a design thinking workshop to tackle a real client engagement. The workshop highlighted elements of a real analyst "ask" and showcased some of the innovative ways in which Accenture works with their clients – an incredible learning experience.

Monitor Deloitte Coffee Chats

December 4 - December 7

New this year

Monitor **Deloitte.**

Monitor Consultants chatted with small groups of students in 30-minute time breakout rooms to candidly answer any questions and discuss their career path, their experience at Monitor, and more.

ICC Recruiting Journey Continued

February 5, 7:00pm - 8:00pm

The panelists at this event shared their stories and some perspective for members who haven't landed an internship yet. Whether that be re-recruiting for full-time, pivoting to a new industry, or seeking strategy positions, thank you to Danilla, Jayshree, Lillie, Max, and Byron for sharing their experiences!

ICC Industry Spotlight: Private Equity

February 9, 7:00pm - 8:00pm

New this year

This all-new series will include panels and fireside chats centered on the intersection between consulting and other industries. We hope to work in collaboration with other Ivey or Western clubs, as well as some of our partner firms. For the first industry spotlight, we hope to feature examples of case work in the private equity space and provide students with opportunities to learn more about PE consulting, exiting into PE, and/or the PE industry in general.

Get to Know OW March 3 New this year

Members will get to meet representatives from Oliver Wyman and learn about their firm's work as they walk ICC through a real client case they have worked on.

ICC How to Ace your Consulting Internship

OLIVER WYMAN

March 16

Our exec team wants to share what we learned during our summer – from networking within the firm to working with clients, seeking feedback from managers and maintaining work-life balance – in hopes that we set our members up for success and a return offer at the end of the summer!

Resources Released

An overview all of resources provided by ICC to our membership



ICC has developed the most comprehensive pool of consulting prep resources for post-secondary students available in Canada (seriously, it's a confirmed fact). Cited by members as the club's #1 value-add, our member-exclusive resources include 250+ pages of original content, the largest curated library of casebooks the internet can find, direct access to free or discounted case prep platforms, and more.



Summer Recruiting Guidebook

Annual Release

This annually updated 25-page doc is a one stop shop for all of ICC's tips, tricks, and advice for the entire recruiting process. Released at the end of September, members start prep by reading our guidebook to learn about consulting and find answers to FAQs.



Full-Time Guidebook

New this year

Released at the end of May, this guidebook is made for HBA2/3's navigating full-time recruiting. The guidebook is tailored for summer 2020, and tackles everything from virtual networking, virtual mocks, the up and coming written case format, and much more!



IVEY CONSULTING CLUB

Mentor Book

New this year

A compilation of 1-page profiles for each of our 45 mentors. This book acts as a way for members to get to know the mentors better. In addition to summer internships, full-time firms, and everyone's "why consulting," members can also see what challenges and successes each mentor experienced throughout recruiting. This way members can reach out to the best people for the type of advice they're looking for.



ICC Example Mock Video

ICC example mock videos help members understand what a polished 30-minute case interview could look like for an advanced case. Members are encouraged to watch this prior to prepping.



Revamped

IVEY CONSULTING



Exhibits are confusing and sometimes people don't know where to start. We've put together a quick guide to help members become more familiar with analyzing and interpreting charts.



Interactive Starter Case

New this year

To ease into case-based thinking, ICC has developed an interactive case. This deck provides prompts similar to those of an interviewer, "STOP"s for when members should take the time to write down what they would do if this were an interview, then offers sample solutions to what they could have come up with.



ICC Branded Case Packages

New this year

We've released three new ICC-branded case packages this year: beginner, intermediate, and advanced. These curated packages were created by compiling 7-10 cases of varying industries, level of quantitative challenge, and skill set required. Members will be able to go through these 25 cases and have them act as guidance for when to move into more challenging sets.



Case Prep Crash Course

New this year

Sometimes students surprise themselves by landing an interview with only a week's advance notice. This brand new ICC resource condenses everything you need to know before an interview into a 6page guide, with links to more extensive resources in case members want to double-click on a specific skill or component.

Supplementary Case Write Ups

Revamped

Supplementary Case Write-Ups

CONSULTING CLUB Supplementary case write-ups include the original answers to the cases, but also creative ideas, answers, and considerations that past ICC Exec have come up with. These have been created for three advanced cases.

Resumes and Cover Letters The Manager means the test is the former type means and means the magnetic transmission from Winghy means that access Comtension and wing transmission and winds of the means of the Manager means that the test of the means the means that the process of the Manager means and control the means the means and the test of the test of the means the means that the process of the Manager means and the test of the means that the process of the Manager means and the test of the test that the process of the Manager means and the test of the test that the second the means the means of the means of the means that the test of the Manager means and the test of the test means and the test of the test of the test of the test that the test of the test of the test of the test of the test that the test of the test of the test of the test of the test the test of the test of the test of the test of the test the test of the test the test of the test the test of the test the test of the te

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Resume and Cover Letter Resources

Existing Resource

ICC provides sample resumes and cover letters as well as links to lvey's Career Management resources.



Firm Briefs

New this year

Members can use our Firm Briefs to get to know each of our partner firms a bit better. With information provided from the firms, it also enables them to communicate what makes them stand out to and a good fit for their firms of interest.

CONS

New this year

Guide to Giving Mocks

Guide to Giving Mocks

CONSULTING CLUB As ICC members are encouraged to mock with each other prior to reaching out to mentors, this guide provides members with the information they need to give productive feedback to their peers. It highlights both what they should be doing as the interviewer as well as what to look for from the interviewee.

Math Tips & Tricks

Revamped

Tips & Tricks Mental Math

CONSULTING

This guide covers some helpful tips and tricks to navigating the mental math required in the case interview.



Back of the Envelope Math

CONSULTING CLUB 2020-2021

Math Test New this year

This resource allows members to test their skills through math word problems, similar to those in case interviews.



Virtual Interview Tips and Tricks

New this year

With interviews moving fully online, we've reached out to our partner firms to ask for advice for students navigating a virtual interview for the first time. ICC compiled the responses into a one-pager of tips and tricks for our members.



Slide Decks from Bootcamp and skill-building

Existing Resource

ICC posts all the decks from Bootcamps and skill-building workshops for members to refer to after attending our events.

ICC CURATED RESOURCES

One of the best parts about our club is how we curate the best consulting recruiting content the internet can find, and make them available on top of what we've developed ourselves:

Links to 15 new casebook from 2014-2019 - New this year

Links to 20 older casebooks from 2000-2013

ICC Youtube Playlist of mock interviews and other prep videos - New this year

) Quick access to free RocketBlocks, courtesy of Ivey's Career Management

A partnership with Prepp'd to provide members with an extended 7-day free trial and 30% off any plan - New this year

) Industry overview summaries pulled from various casebooks - New this year

⁾ Behaviour prep and questions provided by Ivey's Career Management



Building Community

How we engage with our membership beyond resources and workshops.



COMMUNITY BUILDING INITIATIVES

8 6-8	Full-Time Peer-to-Peer Mocking New this year	New this year, ICC facilitated full-time peer-to-peer mocking where we connected recruiting HBAs with classmates in the same boat. Using Facebook Groups and rotating weekly "mock teams" of 4, we made it easy to find mock buddies and meet new, like-minded people going through recruiting.
	Mentorship Program	Launched at the end of September, 200 mentees were paired up with 45 mentors. With a 30% increase in the number of mentee sign-ups since 2019, this year was one of ICC largest mentorship programs to date. Shout-out to our VP Mentorship for taking the time to personally read through applications and pair people up!
?	Coffee Chat Program New this year	Starting in September, members could book 20-30 minute blocks with any of our mentors to learn more about consulting, ICC, their summer internship – or just to have a friendly chat.
Ç.	Section Peer-to-Peer Mocking New this year	With the virtual environment and lack of in-person meetings for HBA1's, we recognized the potential challenges members might face while finding people to mock with. Section (Ivey's fancy word for "Classroom") Peer-to-Peer Mocking grouped members with sectionmates also looking to case prep over the winter break. Each section had a designated Exec running weekly office hours and one-on- one time for anyone who wanted to chat.
∳ ⊥⊉	Mentor-Led Mocks	Since January 4th, 2021 members have been booking hundreds (literally) of mocks with our volunteer mentors. Mentors provide members with detailed feedback, specific insights from their experience, and often just a good old pep-talk.

2020-2021 ICC Annual Report

www.iveyconsultingclub.com Info.iveyconsultingclub@gmail.com IVEY CONSULTING CLUB