

# Gateway to LEADERSHIP

THE PATH TO SUCCESS



Over the past ten years, Gateway to Leadership has awarded over 180 internships to minority students through a national search of qualified candidates. Leading firms in the industry—members of MMI—hosted these students at their firms for the summer, providing them with impactful work experience and an understanding of the financial services industry.

As the need for entry-level minority talent intensifies in the financial services industry, Gateway to Leadership continues to evolve to increase its effectiveness. Shifting from its sole internship program model, the Gateway to Leadership Foundation now comprises five different programs supported by one master fund. These programs foster career awareness and workforce readiness for aspiring students, especially minority students, seeking to obtain internships and full-time entry-level opportunities in the financial services industry.



# The Gateway to Leadership Foundation

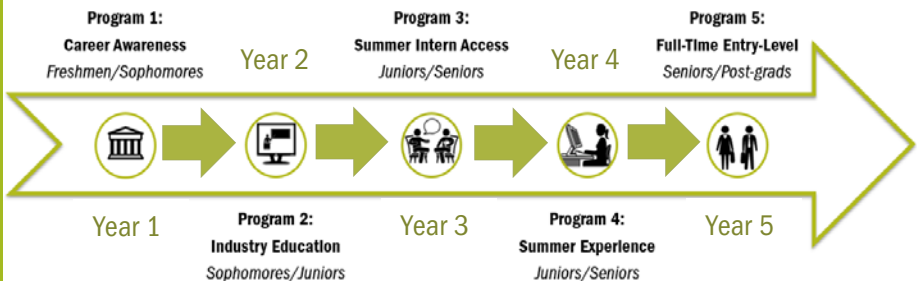
The Gateway to Leadership (GTL) Foundation is a 501c3 organization administered by the Money Management Institute (MMI).

The Foundation is comprised of five different programs that first introduce diverse college students to careers in financial services, then educate them about the industry, and ultimately connect them with job opportunities.



The primary goal of the program is to provide MMI member firms an opportunity to improve their workplace diversity by providing access to an extraordinary talent pool of highly motivated and educated young professionals.

## The Foundation's Programs



**Programs 1-4** (*Career Awareness, Industry Education, Summer Intern Access and Summer Experience*) are designed to better educate minority students about the financial services industry with the purpose of expanding and improving the candidate pool for full-time entry level positions at MMI member firms.

**Program 5** (*Full-Time Entry Level*) will connect hiring firms with diverse, entry-level talent seeking full-time job opportunities. This program will evolve over time as more students participate in the Foundation's earlier programs and become top candidates for full-time, entry-level positions at MMI member firms.

## Foundation Funding

The five programs are supported by the Foundation's master fund, which depends on individual and institutional donations. **If you and/or your firm are interested in contributing to the fund, please email [gateway@mminst.org](mailto:gateway@mminst.org).**

# Program 1: Career Awareness

The Career Awareness program is GTL's first opportunity to familiarize college students with careers in financial services, specifically targeting freshman and sophomores.

## In-a-Box Presentation

GTL offers a portable "in-a-box" presentation, to be delivered in-person or provided virtually, that introduces the idea of a career in financial services.

The presentation provides:

- A more focused explanation of the wealth management industry and the current industry landscape
- An outline of different career opportunities and roles within the wealth management industry.



## How can you participate?

GTL needs your help connecting to colleges and universities across the country. Whether it is a connection to the school's career center, business school or a business fraternity/club, GTL needs a foot in the door to start sharing the Career Awareness presentation with students.

- What's your alma mater? Did you belong to a business fraternity or business club?
- Are you engaged with a college or university in your town?

Email [gateway@mminst.org](mailto:gateway@mminst.org) your affiliation and your willingness to present the Career Awareness in-a-box presentation.

# Program 2: Industry Education

Financial Services  
Introduction Curriculum



Workforce Readiness  
Curriculum



Investment Advisory  
Solutions Curriculum



Sustainable Investing  
Curriculum

Available through the MMI Continuous Learning Center, this **online education program** will offer different curriculums to students to further their education about the industry and prepare them for employment.



## Program 3: Summer Intern Access



Next, GTL helps college juniors and seniors secure internships in the wealth management industry – and at the same time – helps MMI member firms recruit diverse interns. If you were familiar with the previous GTL structure, you’ll recognize this program by its components:

### Candidate Identifying & Sourcing

GTL will identify and source qualified diverse candidates. Your firm will screen, interview and select the interns.

### Full Intern Placing

Through its partners, GTL can identify, source, screen and interview qualified diverse candidates and select interns for your firm.

**Does your firm need help sourcing and/or hiring diverse interns? Email [gateway@mminst.org](mailto:gateway@mminst.org).**

## Program 4: Summer Experience

All interns at MMI member firms are welcome in the MMI Summer Experience program to benefit from content and activities throughout their internship. The quality of the program’s

Career  
Awareness

Industry  
Education

Mentoring

Professional  
Development

Resume  
Assistance

Industry News  
& Current Event  
Discussions

Industry Insight  
Calls

MMI  
NetMeetings &  
Resources

Networking

experience and the level of industry engagement are invaluable for students interested in pursuing a career in our industry.

**To enroll your summer interns in the MMI Summer Experience Program, email [gateway@mminst.org](mailto:gateway@mminst.org)**

## Program 5: Full-Time, Entry-Level

The four preceding programs will generate a robust database for MMI members to source educated, qualified, diverse, full-time, entry-level talent. **Stay tuned!**