

INTERNSHIP SPOTLIGHT

Lydia Kepple



Graduation Year: 2020

Semester & Year of Internship: Summer 2019

Major: Business Management

Minor: None

Hobbies: fitness, cooking, reading

Campus Activities:

Future Plans/Career Goals: Within the year I would like to achieve all the necessary certifications from Northwestern Mutual. For my career, I plan to be hired in a company that is still in the stages of growing, so that I can be an asset to the future of the company.

Hometown: New Alexandria, PA

- **Internship (company/your title):**
Northwestern Mutual, Financial Representative
- **How did you find your internship?**
The Pitt sponsored Handshake app
- **What were your duties?**
Each day I called potential clients/ current clients to set/confirm meetings. I also took case notes on my meetings, helped create plans for each client that was adaptive to their lifestyle, and attended weekly training sessions that would help me grow as a representative.
- **How many hours per week were you at your internship site?**
I was in charge of my own hours, but I was typically at the site or at meetings for 36-42 hours each week.
- **What did you enjoy most about your internship?**
I enjoyed making my own schedule. I found it to make me more responsible with my time. I was less likely to waste time since it was my schedule I would be wasting, if I did use every available hour, as an hour to work!
- **What was the most difficult aspect of the internship?**
Adapting my open schedule to others sensitive schedules. Having the opportunity to shape my schedule the way I preferred was great, until I was conflicted by others scheduled hours.
- **How did your experience at UPG and in the Management department prepare you for your internship?**
I feel like college is very similar to the structure of my internship. In school and at my internship I created my own schedule and spent the rest of my free time doing as I pleased. Whether it was working or studying while I was in school, or during my internship I could've been calling more clients or expanding my knowledge on life insurance. I feel that the freedom of college helped me be better prepared for the internship, by making me aware that every free moment I have, is a moment that should be well spent.
- **How has your internship prepared you for a career?**
This internship has been super helpful in making me understand that hard work really is valued and respected in the "real world." During this internship there were plenty of opportunities to slack off and not get much work done, but if I would have done that my weeks would not have been as fun and I wouldn't have had the chance to sit down with as many clients and expand my knowledge as much as I had the opportunity to do.
- **What recommendations do you have for other students about doing an internship?** When doing an internship, it's the perfect look into your future. I recommend finding an internship that reflects the career of your interest,

(over)

because at this point you are having the opportunity to see the day to day life of the career without starting out as a new hire. An internship can either help you know that the career is for you or give you an awesome opportunity, but leave the job knowing it was not for you after all.

LK

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