

## Turn your potential into performance.

### Who we are looking for:

- 3.2 or better GPA
- Excellent communicators – both written and spoken
- Proven analytical skills
- Leadership experience
- Strong work ethic – in both individual project work and as a team member

### Key dates:

Application Submission - September

First Round Interviews - Early October

Final Interviews – Mid October

Offers Extended – End of October

Program Begins – 1<sup>st</sup> Week of January

### How to apply:

Please consult with your Campus Career Center to determine if and when BMO recruits at your school.

**BMO Financial Group** was established in 1817. Headquartered in Canada, we serve more than 12 million personal, commercial, corporate and institutional customers in North America and internationally. We are a highly diversified financial services organization, with total assets of \$526 billion as of April 30, 2012, and more than 46,000 employees.

**BMO Harris Bank** is based in Chicago and has approximately 700 branches and approximately 1,350 ATMs in Illinois, Wisconsin, Indiana, Kansas, Missouri, Minnesota, Arizona, and Florida. Employees serve over 1 million personal, business and corporate clients with banking, lending, investing and wealth management solutions.

**Commercial Banking Shadow Program** is a highly selective, intensive two-day immersion in commercial banking. The Shadow Program will expose participants to teams that develop and manage relationships with clients using our wide range of banking products and services. Participants in this program will learn about a career path in commercial banking.

### Program Design

- Shadow participants will meet with BMO Harris Bank subject matter experts who will introduce relevant topics such as underwriting, modeling, analysis and product knowledge.
- Shadow participants will partner with Financial Analysts and Trainees to observe daily responsibilities including credit underwriting and loan structuring, gaining exposure to a variety of industry sectors and bankers in those sectors.

### What we have to offer:

- Opportunity to learn about many of the commercial banking teams including: asset based lending, business banking, commercial middle market, commercial real estate, engineering and construction, financial institutions, food and consumer, institutional markets, mid-corporate, sponsor fund lending, sponsor finance
- Exposure to functions of new business development, value-added interactions with clients and Relationship Manager responsibilities
- Valuable networking opportunities with leaders across BMO Harris Bank