

Seth Young:

Seth Young: “My name is Seth Young, a second year associate in KPMG’s Tax practice, and this is my life at KPMG.”

Opening graphic: Music

Seth Young: “Baltimore is like one big neighborhood. It’s got everything you would want from a big city—we’ve got professional sports teams to world-class museums, but it still has that small city feel.

Harbor Montage:

Seth Young: “What’s great about Baltimore is that we’re right on the harbor, so there’s always something to do. There’s speed boating, sailing, and if you want to, you can even dress up like pirates and shoot water canons at each other (*laughs*).

But my favorite thing about the harbor is just getting out there and running. And I’m actually training for the Baltimore Marathon, so I always start my day off with a run down by the harbor.

My performance manager knows that I have this passion for running and they fully support it. And that’s one of the great things about working for KPMG is that I have the flexibility to pursue things that are important to me.”

Natural Audio:

Manager:	“Hey Seth.”
Seth	“Hey”
Manager:	“Out running this morning?”
Seth:	“Yeah.”
Manager:	“You ready for the marathon?”
Seth:	“Almost, yeah.”

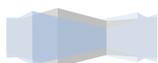
Client Meeting:

Seth Young: “ I work on a number of clients, so right now I’m actually working on three or four different projects. And, most of my friends think that, because I work in tax, I’m only busy during tax filing season. But everything that our clients do has a tax implication.

For example, we’re currently working on a British company that is going through the acquisition of a U.S. subsidiary. I’m part of the team that mediates between the client and the company they’re acquiring. So, a big part of what we have to do is just listen. We need to know what the client wants to do and what they’re proposing to understand what the tax consequences are.

Provisions that might be beneficial under UK tax law may not be as beneficial under U.S. tax law. So our job is to be able to strike a balance between the two, and to do that, we have to bring in our expertise from different service lines. For example, we bring in International Corporate Services and they give us the perspective from a domestic tax side, and we also get our UK tax group on the phone from London, and their job is to pretty much spell out the UK tax piece.

Mergers and Acquisitions is also on board, and they are the group that comes in to structure the deal on the front end. And once the deal closes, they come in on the back end to help assist the client with the implementation of the plan.



I think I actually have a good deal of responsibility for a second year associate, and that's one of the advantages of working in tax. You get to take on a lot early on in your career.

Working on projects like this, you start to see there are so many different service lines and you're exposed to it at a lower level and you start to realize, there are so many things I can be doing in tax."

Lunch Training

Seth Young: "Tax law is always changing and as you can see from the acquisition project there are a lot of moving parts, so one thing we do every Tuesday in our lunch break is have a tax training session.

Natural Audio:

Manager: "Seth?"
Seth "So, if we have an investment partnership, and they have professional fees...(trails off)"

My favorite part of the training—besides lunch of course—is the fact that we get to team up with a Partner, a Manager and an Associate and we all get in front of the tax department and kind of just share what we've learned on our engagements. And not only do we get a chance to work with senior level management, but at the same time we get to further our career by developing our presentational skills and getting comfortable with an audience."

Coffee Break

Seth Young: "After these Tuesday lunch meetings, I like to go out and grab a cup of coffee with a few friends. Today I'm going out with a couple members of the Diversity Council.

The Diversity Council is just one of the many affinity groups you could join at KPMG. There are some others, such as Pride at KPMG, KPMG's network of women and the African American network.

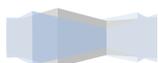
The great thing about these different groups is we always have a community service project here and there, and so you get to know people outside of work."

Reviewing work papers

Seth Young: "When I get back from coffee, I jump right into reviewing work papers. I'm usually reviewing the work of a first year. It's my job to make sure the company's results are reported consistently with tax law and we also keep an eye out for any potential tax planning ideas along the way.

Once I've made my comments, I like to go over them with the first year to make sure they understand what my notes are, then we clear those and we pass them on for further review to the manager and the partner.

I've really been surprised at how quickly I've picked up responsibility here at KPMG. I mean, I'm only a second year and I have opportunities guide and work with the first year associates and it's really exciting to offer that kind of guidance."



Meeting with Partner

Seth Young: “This same open door policy extends to the people that manage me. The culture is such that, if I need to stop in and ask a partner a question, I’m not afraid to.

This policy really helps us serve our clients better, because we’re able to address their needs quickly and nothing stands in the way of providing excellent client service.”

Crab Cook Out

Seth Young: “We stay pretty busy which makes the day go by pretty fast, and I kind of like that. There’s a lot of young people in the office and it gives it a fun, upbeat kind of energy, and so I’ve made a lot of great friends that... we hang out a lot.

So at the end of the day, no matter how many hours we’ve worked, we still want to go grab dinner or catch a game, or hang out even hang out on the weekends.

I’m really happy with the decisions I’ve made, especially with coming to KPMG. I’m only a second year associate and I’ve gained so much experience, I’ve meet so many great friends and, you know, when I moved here two years ago I barely knew anyone, and now Baltimore is my home... and so is KPMG.

My name is Seth Young, and this is MyLife at KPMG.”

