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American Institute of Certified Public
Accountants (AICPA) Historical Collection

Accounting. The One Degree With 360 Degrees of Opportunities

American Institute of Certified Public Accountants (AICPA)

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There is a whole world of opportunity waiting for you in accounting. It begins in college in your pursuit of an accounting degree and continues in the working world. In college, opportunities are available for scholarships and to network with people who can provide career guidance. After graduation, a diverse range of job opportunities are available, offering competitive salaries with the potential for rapid career growth. In addition, you can broaden your career options by becoming a certified public accountant (CPA). With so much long-term potential, accounting is really an opportunity of a lifetime.

"When I was a freshman in college, I asked folks about accounting and they said, 'Accounting is the language of business, it lets you do anything you want.'"

Mitchell Martin

An accounting degree can lead to a job in a large international accounting firm, a small local firm, the corporate world, a government agency, a community services organization, or education. You could even start your own business. The simple fact is, every enterprise needs accounting. Whether you're auditing a client, giving tax or financial advice, or making operational recommendations to management, accounting offers you diversity in both the work that you do and in your career options. Plus, it's a profession that offers job stability and good salaries.

"You can really guide your own career in accounting. I've always said 'Yes' to travel - so I'm constantly seeing different people and places and having new challenges."

Lianne Ikeda

Do you have to be good with numbers to succeed in accounting? Yes. But accountants also need strong problem-solving abilities, analytical skills, and technical know-how. You may be using a computer for business planning, to design software, or for research, among other things. Accountants should also enjoy working with people and have excellent oral and written communications skills. You may be doing everything from writing financial analysis reports to building relationships with clients or colleagues to giving business presentations.

"When I recruit, I look at a student's accounting grades first, then English grades because we write lots of reports, and then people skills. Those are very important, too."

Adolfo Telles

Accounting scholarships and career guidance programs are available to minority students through the AICPA, state CPA societies, and other accounting associations. The AICPA awards scholarships to outstanding minority accounting students who show potential to become CPAs. Scholarships are also available from CPA firms and corporations. Tuition assistance programs are provided through state educational funds. You can also get guidance from your professors and career advisors, and by joining accounting clubs such as Beta Alpha Psi. These clubs allow you to network with successful accountants who can help you with career choices.

"The best thing I did was join NABA (National Association of Black Accountants) in college. I got career advice, help with my courses, plus I made some very good friends."

Helen Brown

With accounting, the doorway to opportunities is wide open. You could work for a public accounting firm, examining clients' financial records, giving advice to improve their operations, or providing solutions to tax problems. You could work for a large corporation or a small company, making important decisions affecting the business's finances and operations. You could work in government, testifying on the impact of pending tax legislation, or for a community services organization, preparing financial data for fundraising. Or you could teach. The bottom line is that accounting offers you many diverse opportunities. Surprising, isn't it?

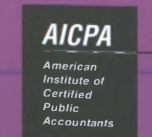
ACCOUNTING.
Don't just learn a business. Learn the business world.



For further information on accounting opportunities and how to become a CPA, contact your school's career advisor, your local state CPA society, or write to:
Gregory Johnson, CPA
Manager—Minority Initiatives
American Institute of Certified Public Accountants
1211 Avenue of the Americas
New York, NY 10036-8775



**ACCOUNTING.
THE ONE DEGREE
WITH 360°
OF
OPPORTUNITIES.**



Academic and Career Development
1211 Avenue of the Americas
New York, NY 10036-8775

NAME Mitchell Martin, CPA, Partner, Martin, Harps, Syphoe & Co., Atlanta, GA

EDUCATION “My whole family graduated from North Carolina A&T. I also have an MBA which

gave me a lot of leverage in the job market.”

PROFESSIONAL “I was always interested in a profession that would allow me to own my

own business. That was a goal of mine for a long,

long time.” **ACCOMPLISHMENTS** “We’ve been

chosen to do the auditing, financial consulting, and

tax work for the upcoming Summer Olympics in

Atlanta. It’s a thrill for me, and a tribute to the

Olympic Committee to have a minority firm in such a role.”

“One professor helped me a great deal in school and is still a mentor. Now we’re helping some of his students get started by offering them jobs.”

“Working with city departments is like working for 10 different companies. There is a variety of things to do and ways to move up. I love the diversity.”

NAME Rosie Vela, CPA, Director of Finance, City

of Corpus Christi, TX

EDUCATION “I have a BBA in

Accounting and an MBA in Finance &

Management. The MBA definitely helped land

my first department head job.” **PROFESSIONAL**

“The key to my job is a willingness to listen to and

work with department heads and to be creative in

finding ways to meet the regulatory controls of city

government.” **ACCOMPLISHMENTS** “I teach at

Corpus Christi University and I’ve encouraged a

lot of my students to do volunteer work. The city

gets extra help and students get experience toward

their CPA qualifications.”

NAME Harry Sloan, CPA, Sloan & Company, Albuquerque, NM

EDUCATION “I left college

because I wasn’t interested in studying. But I went

back after seven years in the real world and got

straight A’s.” **PROFESSIONAL** “I wanted to

open my own firm so I could give promising

Native Americans an opportunity to get into

public accounting, even if their grades are

not great.” **ACCOMPLISHMENTS** “I work with

a lot of Native American organizations because

I feel what they’re feeling. They open up and

tell me their problems so I can help in a way

an outsider couldn’t.”

“I dropped out of college and worked my way up in a corporation until I couldn’t go any further. Then I went back to get my accounting degree.”

“At my first job, there was a black partner – a member of the National Association of Black Accountants – who helped me along. It made a big difference.”

NAME Helen Brown, CPA, Internal Audit Manager, Bristol-

Myers Squibb, New York, NY

EDUCATION “I always knew,

even growing up in the inner city, I’d go to

college. My mom was adamant about that.”

PROFESSIONAL “My first two jobs were with

public accounting firms, then I went into industry.

My duties include traveling to our affiliates all

over the country, reviewing their procedures,

then reporting to management with my

recommendations.” **ACCOMPLISHMENTS** “I

didn’t have many role models growing up, and

some advisors told me not to go to college even

though I was in the top 10 percent of my class.

But I got a degree anyway... and now a profession.”

NAME Hubert Glover, CPA, Assistant Professor, Clemson

University, Clemson, SC

EDUCATION “In graduate

school, I was inspired to be a teacher so I

developed a plan. I got an MBA degree and

a Ph.D. I learned where the scholarship money

was through a job at the placement center

and went after it.” **PROFESSIONAL** “I worked

in public accounting for about nine years

purposely moving around to get a broad industry

perspective – before I took my first teaching

assignment.” **ACCOMPLISHMENTS** “As a

teacher I see rewards through the success of my

students. In a sense, I’m being paid to give back.”

“My attitude is that there are no obstacles. You have to develop an attitude of winning, and you will win.”

NAME Lianne Ikeda, CPA, Audit Manager and member of Asian Pacific Services Group, BDO

Seidman, Los Angeles, CA

EDUCATION “The

Dean of USC’s Master’s in Accounting program

made accounting fun and convinced me to get

my master’s degree.” **PROFESSIONAL** “You

make your own career path in accounting.

I’ve found that people skills are a significant

factor in whether you succeed or not.”

ACCOMPLISHMENTS “I worked with one of

our affiliated firms in Tokyo as part of BDO

Seidman’s international exchange program. I was

like a foreign ambassador,

strengthening ties between our

firm in Los Angeles and our Japanese affiliates.”

“In Japan, a CPA is highly respected like a doctor because it’s something you work very hard for.”

“I said I would stay at this job as long as I was learning and being challenged. If it ever got boring, I would leave. I’ve been here 17 years.”

NAME Adolpho Telles, CPA, International Audit Partner,

KPMG Peat Marwick, El Paso,

TX

EDUCATION “I have a

BA in Accounting and I’m certified in New

Mexico and Texas.” **PROFESSIONAL** “I’m in a

field that offers tremendous opportunities. I

provide services to clients with international

operations, and each one presents me with

different challenges.” **ACCOMPLISHMENTS**

“I’m a member of the Financial Managers Society,

the Institute of Internal Auditors, the Texas

Society of CPAs, our state chapter of the

American Association of Hispanic CPAs, as well

as an officer of the El Paso Boys and Girls Club.”