

Dasha Schiavetta, Tocqueville Asset Management. New York City. Summer 2012

This summer I interned for Tocqueville Asset Management, a firm centered around a contrarian, value-oriented investing principal. I worked as a summer analyst for Tom Vandeventer, portfolio manager of Tocqueville's *Opportunity Fund*. The *Opportunity Fund* is a mutual fund focused on investment in the common stock of small and mid-cap companies. My responsibilities varied day to day from attending multiple conferences and recording and sending out notes, conducting various research on companies, contacting sell-side analysts and IR representatives about those companies, writing up small reports, as well as building models. These responsibilities helped me further develop my skills in direct, succinct, clear writing and my skills in communication on a professional level. During my internship I also became more familiar with financial modeling and various approaches to modeling. Additionally, I assisted in reviewing accounts in private wealth management. The fact that I held a wide spectrum of responsibilities was a huge contributing factor to the advancement of my knowledge.

My internship culminated in a report on a stock of my choosing, Amarin Corp. Amarin is an Ireland-based pharmaceutical company, which after its 2009 restructuring focuses its attention on the treatment of cardiovascular disease by reducing levels of triglycerides. I had first been drawn to this company because of its drug, which had just completed Phase III clinical trials and was subsequently, this summer, approved by the FDA. I was attracted to it simply because it showed relatively no negative side effects. After doing some research on the company I had the opportunity to see their presentation at the 2012 Bernstein Healthcare Conference in New York. From that point, this company became the focal point of

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my internship. Writing an in-depth report on this company gave me great insight to professional work in this field. It also allowed me to explore an interest in healthcare from a financial perspective. At the end of my internship, I was able to present this company to the Tocqueville firm, an experience, which, although somewhat frightening, helped me to grow and, again, to understand better the real-life work one in this field would do daily.

My internship ultimately opened my eyes to the many sides of the financial world and taught me to apply classroom knowledge to a real-life setting. Gaining this knowledge allows me now to have a better understanding of the different career opportunities that exist in finance and which are better suited for my skill set and preferences.