



From left to right: Jennifer Alkenbrack, CFO (BBA'08); Nicole MacFarlane, BBA Co-op student; Alesha Baker, BBA Co-op student; Crystal Graham, Director HR (BBA'03)

StFX Co-op Education

*Exciting
things are
happening!*

May 2017



StFX Alumni & Co-op hitting it off at Cabot Links

By Jennie MacDonald

StFX Co-operative Education Program students say they've hit a hole in one when it comes to job placements at Cabot Links and Cabot Cliffs. Cabot's CFO, Jennifer Alkenbrack, and its Director of Human Resources, Crystal Graham, are both StFX business graduates. Their experiences at StFX led them to contact the Co-op Office to discuss potential co-op opportunities.

Over the past eight months, Cabot has hired three StFX business co-op students, providing these students with work experiences that have contributed to their growth as working professionals, and to their growth in the classroom.

Co-op students Alesha Baker and Nicole MacFarlane started working at Cabot Links in the summer of 2016, Alesha as a human resource intern and Nicole as an accounting intern. The third co-op student, Chrystina Acker,

was hired this past fall to work as a human resources intern.

Nicole attributes her success at Cabot Links to her mentors who have

"With the work placement at Cabot, I have been part of a learning partnership, which has helped me become more confident, more experienced, and more prepared to enter the workforce." -Nicole MacFarlane

equipped her with the tools to succeed. Ms. Alkenbrack and Ms. Graham say the co-op students came to the job ready to go and eager to learn, with exceptional professional etiquette, and with the academic knowledge necessary to succeed. For their part, the students say their time at Cabot included tremendous intellectual and



Chrystina Acker, 3rd year BBA Co-op student, second work term with Cabot Links, fall 2016.

personal growth that equipped them with the skills required to play a leadership role in future career pursuits.

The relationship with Cabot and the Co-op Education Office is going so well that Cabot has hired two co-op for the summer of 2017.

Alumni Support for StFX Co-op

By Christine Kingnan

In the midst of completing my second co-op placement with TD Bank Group in Toronto, I was afforded the opportunity of a lifetime developing my personal and professional skills. As a third year BBA Marketing Co-op student, I had the pleasure of meeting with Mr. Frank McKenna in his downtown Toronto office.

Mr. McKenna, The Deputy Chair of TD and a StFX alumnus highly regarded in the Xavierian family, took time out of his demanding schedule to meet with me, a fellow Xaverian. Mr. McKenna introduced me to a handful of TD executives and provided me with words of wisdom that I will continue to value in all my endeavors to come. He opened my eyes to the true value of co-op and what it has to offer.

Being a co-op student from StFX, I have also been presented with the knowledge and the endless opportunities that this university provides in helping me to develop myself personally and professionally, networking with organizational leaders and ultimately creating post-graduate opportunities.



The Honourable Frank McKenna and 3rd Year BBA Co-op Student Christine Kingnan, TD Bank, Toronto, ON

ABC's of StFX

During her first work term into summer of 2016, Olivia MacDonald worked in the StFX Alumni Office, as an Alumni Affairs Associate. The

"I had a lot of opportunity to work outside my comfort zone and to do things I never would have thought I could do."

Alumni Office had wanted to produce a children's book for a number of years and with the help of Olivia, was able to make this idea a reality. The new children's book celebrates StFX with every letter of the alphabet and is available online and in-store at the StFX Campus Store.

FOR MORE INFORMATION

Check out the full article at [The ABC's of StFX](#)



Olivia MacDonald, 3rd year BBA Co-op student, holding a copy of The ABC's of StFX



How I Landed Two Amazing Co-op Positions without Applying to an Online Job Posting

by Kiana Malt

Prior to going into my second year of University I was approached by Sheila Cassidy, Director of the Great Canadian Sales Competition (GCSC), regarding an ambassador position at St Francis Xavier University (StFX). When I received her message, I was unsure what I would be getting myself into - I knew absolutely nothing about sales, but I had nothing to lose so I gave it a shot. Little did I know, just how much I had to gain from taking this opportunity! I took the call with Sheila and quickly realized there was a huge networking opportunity that GCSC would offer my fellow students and I. After our conversation I was extended the position of Team Lead Ambassador for the GCSC.

As an ambassador I had the opportunity to learn about sales as a career and skill set, and familiarized myself with our 25 incredible sponsors. I also had the opportunity to meet and network with students on my campus from various societies, faculties and residences.

Ultimately our StFX ambassador team attained 300% to our student submission quota and received second out of 70 university and college campuses across Canada. Looking back I had so much fun and learned a lot about sales, but what truly made this opportunity stand out was that I landed not one, but two great jobs out of it.

In December of 2015, I spent hours editing my resume, writing cover letters, filling out applications and making phone calls to employers. All with no luck. When almost all hope was lost, I secured a placement as a Customer Service Representative with one of GCSC's sponsors, Scotiabank and then I received a call from Sheila offering me a position as the Regional Manager of Eastern Canada for the GCSC.

As a Regional Manager for the GCSC, I was provided with the opportunity to work on different projects every single day, travel to different cities and

campuses, and I have learned from top sales professionals at Sales Talent Agency.

I managed 17 ambassador teams and it was my responsibility to provide support and resources they need to reach their goals. I was able to effectively motivate my ambassadors, but also learned how to be self-motivated. I worked from home and I was able to stay organized, prioritize my tasks, and get everything done as efficiently and as effectively as possible. This was a great experience that will no doubt propel me forward as I enter my 3rd co-op position and final year of study.

FOR MORE INFORMATION

Check out Kiana's full article on linked in at <https://www.linkedin.com/KianaMalt>

FAST FACTS

85%

- Of our students are working this summer 2017.

80%

- Of our students on work term this winter, had their contract extended for the summer

Work Terms

- Winter and summer are the most popular work terms for students
- Employers can hire students for 4, 8, 12, or 16 months.

Summer Job Titles

- Junior IT Analyst
- Junior Accountant
- Finance Intern
- Student Auditor
- Marketing Coordinator
- Branch Strategy Analyst
- Human Resources Intern
- Community Food Coordinator
- Staff Accountant
- Asset Management Analyst
- Payroll Coordinator
- Events and Campaign Assistant
- Marketing Intern

Summer Employers

- TD Bank
- Collins Barrow
- Grant Thornton
- KPMG
- National Capital Commission
- Town of Amherst/Oxford
- Clearwater Foods
- Ron MacGillivray's
- Timelo
- Welch LLP
- Department of Fisheries & Oceans
- Cabot Links
- City of Calgary
- StFX
- Sobey

To name a few !



From left to right: Sam Gan (BBA Co-op), Spencer Morse (BA), Mitch Allen (BBA Co-op)

Entrepreneurial Spirit

By Sam Gan & Mitch Allen

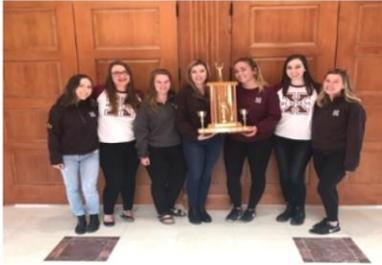
If you had asked us last winter, what we would be doing in the summer of 2016, we would not have been able to tell you. We definitely wouldn't have been able to say we were opening our own business, but that's what we did, and spent the summer in Calgary doing something that no St.FX Co-op student has ever done; creating our own Co-op job.

Business is important to us, because it's so wide reaching and applies to everything around us. In March, we decided, along with Spencer Morse, to take a risk and create a business during the summer. With that, Student Cleaning Solutions, was born and our adventure, began. Student Cleaning Solutions (SCS) was a 100% student owned and operated business, specializing in residential exterior restoration in the city of Calgary.

Our experience with SCS and the Co-op program was excellent. Throughout the planning stage, we were challenged to think of alternate strategies, pricing structures, and long-term projections, and because of the community nature of the school, it was easy for us to get feedback on our business plan from many sources, including Murray Kyte, Mark MacIsaac, and our co-op supervisors, Jane MacDonald and Trudy Delorey. Throughout the summer, we received support from the school and alumni, and have learned many of the skills that are hard to teach in a classroom, such as customer relationship management.

The co-op program has allowed us to gain real work experience while in school and to enrich our education, while making money and gaining references and connections. The Co-op program has also allowed us to explore our interests in a competitive learning environment. Through the co-op program is teaching us how to preparing for life after school and thrive in a professional work environment.

Co-op Students Making an Impact on Campus



Women in Business Win Society of the Year

Gillian Crosby leads the Women in Business Society to a big win this year!



Earning Executive Positions on the 2017-2018 Schwartz Business Society

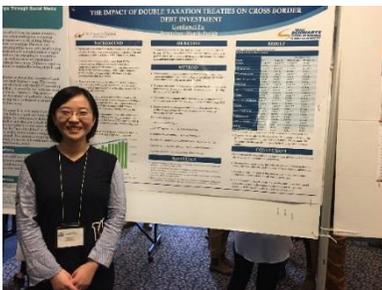
Six Co-op students have been appointed to the SBS Executive for the 2017-2018 academic year (from top left to bottom right):

- Ryan Finn – President
- Emma Brown - Vice President External
- Megan Bout- Event Coordinator
- Sam Gan – Director of Branding
- Darcy MacIsaac – Director of Finance
- Christine Kingnan – Director of Social Affairs



Paul Blizzard Award Winner

Darshana Sridharan was this year's recipient of the Paul Blizzard award, which is presented annually in memory of Paul Blizzard, who graduated from St.FX in 1964. The award is presented annually to an outstanding Junior Student.



Research Day Celebrations

Gaojiawei Fu, a fourth year BBA Honours in Finance Co-op student, successfully completed & presented her thesis at research day.



Sobeys Scholarship Recipient

Jordan MacDonald, 3rd year BBA Co-op student, was awarded the Frank. H. Sobeys Award for Excellence in Business Studies.



Making a Community Impact

Beginning in January, BBA Co-op student Jordan MacDonald, *at the Innovation and Enterprise Centre, teamed up with Mashup Lab* to bring a Mashup Weekend to the Antigonish community.

Article: [Mashup Weekend a Success](#)



Earning Executive Positions on the 2017-2018 Women in Business Society

Two Co-op students have been appointed to the WIB Executive for the 2017-2018 academic year - Alesha Baker, Vice President and Rae Fox Vice President of Marketing.



Academic All Canadians

Sam Gan (3rd year BBA Co-op) and Tyler Priest (3rd Year BBA Co-op) earned Academic All Canadian for the 2016-2017 academic year. This is awarded to student-athletes who have achieved an 80% average or above.

Cabot takes home Supervisor of the Year Award

By Alesha Baker

During my time at Cabot, my Co-op Supervisor Crystal Graham, encouraged me to tell her exactly what areas of HR interested me most. When I explained I was not sure which area I wanted to work in, she made a plan that allowed me to get a taste of all the various areas that encompass HR. Thanks to Crystal I was able to experience the various parts of HR, which helped me determine my specific interests.

Now, coming out of university I know what specific facet I would like to concentrate my work terms in, which has already helped me land my summer co-op placement in a recruitment position with the government. Through Crystal's guidance, I transformed from a hesitant

student to a confident and competent intern. Crystal made our office space a very comfortable and relaxed environment. She encouraged me to ask questions and bring to her attention any areas of interest I had in the field of human resource.

Along with developing my personal and professional skills, Crystal continues to go beyond her call of duty as a former employer. This past year she assisted me with a school project, worth 40% of my mark. Crystal was and will always be far more than a supervisor. She continues to act as a mentor and a role model. She has molded me into a confident professional and fueled my motivation to become a HR Director.



Crystal Graham (left) receiving the Supervisor of the Year Award from Co-op Student Alesha Baker.

StFX Co-op Education

Exciting things are happening!

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Hire a Co-op Student!

StFX co-op students are bright, innovative and eager for professional experience. Year round, our office will work with you to help your organization benefit from a StFX student. Work terms start in May, September, or January of each year.

Have questions?

Contact us today!

A special thank you to all of the students and employers who submitted stories for the newsletter. Please send us your stories for our next issue in September.