Suggested Rate: $40 per hour

1. I am dedicated to AML and KYC
   1. This is becoming a career for me
      1. I became CAMS certified
      2. Why I took a job at JP Morgan in Delaware
2. I graduated three years ago
   1. I’ve had a couple of jobs before coming here
      1. I got to see what I like and don’t like
      2. I got to sharpen my skills – Hard skills and Soft skills
3. My skills include:
   1. Hard skills – Relevant to the job:
      1. Knowledge of EDD and programs that are used
         1. Lexis Nexis
         2. Google for EDD purposes
         3. Westlaw
      2. Microsoft Office – Excel Expert
         1. The Rulebook
      3. I know Spanish
         1. Speak, Read, and Write
   2. Soft skills – Relevant to the job:
      1. Communication skills
         1. With my team, my managers, and with the branch
            1. Minor things – Ie: Communicating being late for work
            2. Major things - Ie: Ana Maria Canales case
      2. Always knowing what’s expected of me and working to meet those expectations
      3. Knowing how to prioritize
      4. Flexible/Adaptable
      5. Learn from my mistakes – ie: Ana Maria Canales Case
      6. Critical Thinking Skills/ Thinking Outside the Box
   3. Other useful skills
      1. IT skills
         1. In other jobs, I’ve been successful in acting as a liaison between the business teams and the IT department, because of my understanding and familiarity with IT terminology and many of the programs that IT departments use.
4. Performance
   1. I send a lot of cases to QC – Generally they get QC approved the 1st time around
   2. All the OD cases that I’ve sent have gotten approved – I’ve sent a lot
   3. I’ve already gotten a few accounts approved for JP Morgan
   4. I’ve learned a lot in a short period of time and I continue to learn more
5. Conclusion
   1. Because of the reasons stated above, I believe that I am better than average, More skilled than average, More productive than average, and have More potential in this role than the average employee, so I believe that I should be paid higher than average
   2. I would rather stay at one company and be loyal to one company
      1. The job requires an 18-month commitment – I can see myself being here longer, under the right circumstances