

Michelle (Qin) Peng Spotlights Brian Benvenuto

We hear wonderful stories about our mentoring relationships from our students and mentors throughout the year. We want to share these mentor/mentee stories with you to let you know what a great difference you – mentors and mentees – are making in one another's professional and personal lives. Michelle (Qin) Peng is an MS (Accounting) student at Baruch's Zicklin School of Business. Brian Benvenuto is the Director of Learning and Development at Penn Mutual Life Insurance Company. Michelle and Brian were matched in EOC's *Academic Year-Long Mentoring Program* for this academic year.



Michelle (Qin) Peng (MS Accounting, 2017)

Please tell us how our mentorship with Brian has evolved since you were matched in the EOC *Academic Year-Long Mentoring Program*.

Michelle (Qin) Peng: *Brian is an experienced mentor. Our conversations first revolved around how to do internship hunting. Later when I was faced with setback, he acted as a strong mental support, encouraging me to keep trying and instilling in me great confidence to believe in myself. Honestly speaking, with time passing by, Brian has become not only a mentor, but also a friend and family to me.*

What kind of kind of mentor is Brian?

MP: *Brian sacrificed his time for break from his busy schedule to conduct a mock interview with me the moment he learned that I was about to have a real one in the following Monday. Although he is a very busy person, he always tries his best to make time for me and offers the most constructive and honest advice to me. In brief, he's a responsible and solid mentor.*

Tell us about a learning opportunity you experienced through your mentorship with Brian.

MP: *Brian introduced me to one of the top financial advisers in his company and invited me to intern with the adviser. I learned a lot about the business which is a totally new area to me and enriched my knowledge base about the insurance industry.*



Brian Benvenuto

What are your meetings with Brian like?

MP: *Brian meets me twice a week which is quite impressive given that the EOC program requires mentors and mentees to meet only monthly – and he firmly stuck to that time table. We talk about a great variety of topics, ranging from interview tips to American festivals during our meetings, Brian even offered me his connections on LinkedIn to help me network!*

Could you share something about Brian that we may not know?

MP: *Brian constantly shares pieces of songs or articles with me that are quite inspiring. I enjoyed reading these and feel grateful for how much he cares for and thinks about his mentees.*

Michelle (Qin) Peng is pursuing her MS in Accounting at the Zicklin School of Business and a current Global Tax Intern at Sony Corporation of America. She is interested in accounting and the financial services industry. A lover of language, Michelle speaks fluent English and Chinese (Mandarin, Shanghainese) and is conversational in Korean and Italian. Prior to coming to New York, Michelle earned her BS in Accountancy, majoring in Financial Management at the Shanghai University of Finance and Economics and worked in Shanghai at Shanghai Everfortune Investment & Management (Hedge Fund), Deloitte Touche Tohmatsu and Porsche Motors.

Brian Benvenuto is a solid innovator with over 35 years in the financial services industry. With a professional background in education, Brian has successfully transferred his leadership and communication skills into sales-oriented roles with New York Life Insurance Company, AXA Equitable Life Insurance Company, and currently Penn Mutual Life Insurance Company. Since 1992, Brian has served as the Director of Learning and Development for Penn Mutual Life Insurance Company.