

# General Interest Meeting

## Spring 2026



**TUFTS**  
CONSULTING  
COLLECTIVE



## Agenda



Meet the E-Board

Consulting and TCC Overview

TCC Project Structure / Timeline

Application Details and Tips

Questions

# Meet the E-Board



**Christine Maher**  
Co-President



**Tejas Suri**  
Co-President



**Poorna Chakraborty**  
Vice President



**Sora Karanja**  
Director of Consulting



**Tomas Oliveira**  
Director of Consulting



**Ava Spalding**  
Director of Consulting



**Fares Danial**  
Director of Education



**Emily Leschin**  
Director of Education



**Paige Mazoff**  
Director of Marketing



**Gabrielle Ong**  
Director of Alumni  
Relations



**Ellie Gates**  
Director of Professional  
Development



**Gabriella Parasnis**  
Director of Professional  
Development



**Nick Ferrari**  
Director of Finance



**Ashley Ko**  
Director of Internal  
Development



# What is consulting?

# Types of Consulting Overview

Types		Description	Selected Firms	Example Projects	Project Length
TCC Focus Management / Strategy Consulting	Pure Strategy	Advising CEOs and management teams on existential strategy questions	McKinsey, Bain, BCG, EY-Parthenon, Oliver Wyman, Strategy&, Kearney	Launching a new product; business turnaround; revenue generation	1-3 months
	Due Diligence	Advising investors (mostly Private Equity firms) on whether to invest in a company		Analyze the market and competitors for a health tech startup	2 weeks
Implementation Consulting		Collaborate side-by-side with full-time employees on executing strategy	EY, Deloitte, PwC, KPMG	Transition a company's software from one provider to another	1-3 years — depending on complexity
Subject Matter-Specific Consulting		Advise on mix of strategy / implementation in specialized function	Simon-Kucher, Guidehouse, Cornerstone Research	Science-heavy go-to-market strategy for a specific drug	1 month - 3 years

# TCC Overview

*We are a student-run management consultancy that provides comprehensive strategy advisory services to startups, non-profits, and larger organizations.*



## By the numbers

**50+**  
Consultants

**10+**  
Years

**70+**  
Clients

- Teams work with one client for **semester-long projects**
- Companies benefit from strategic advisory services; students benefit from **real-life consulting experience**
- Students are staffed on projects as **Analysts and Project Managers**
- We **partner with real consultancies** for events and job opportunities
- We provide **educational guidance for students** looking to gain an understanding of consulting and business fundamentals
- We will be running a lecture series open to the public aimed at **improving accessibility to the consulting recruiting process**



# TCC Former Clients



**Industry:** Software  
**Revenue:** ~\$60B  
**Project:** Cloud M&A Targets



**Industry:** Life Sciences  
**Revenue:** ~\$7B  
**Project:** Community Impact



**Industry:** Non-profit  
**Revenue:** ~\$50M  
**Project:** Economic Impact (4x)



**Industry:** Education  
**Revenue:** ~\$50M  
**Project:** AI Tutor GTM

# Former Client Showcase: New England Aquarium

## CLIENT CASE STUDY

### New England Aquarium (NEAq)

1.4M annual visitors | 42M in annual revenue



### OBJECTIVE

To fortify the financial resilience of the NEAq by developing strategies and analysis to drive increased fundraising from governmental and private sources

### DIFFERENTIATED ANALYSIS

**IDENTIFIED**

economic impact as the highest priority area of analysis for making a case for fundraising

**CONDUCTED**

economic impact analysis covering induced visitor impacts, direct impacts from Aquarium spending, and tax implications

**BENCHMARKED**

data from 15+ comparable institutions culminating in two data-driven models built on appropriate assumptions and weighting

### DELIVERABLE

- 25+ slide deck for fundraising:
  - Results of analysis and explanation of underlying models
  - Detailed appendix slides
  - Recommended strategies for enhanced data collection

We are absolutely thrilled with the consulting services TCC has provided the Aquarium. The report TCC authored is instrumental to our advocacy, corporate fundraising, and community-building efforts. TCC's services were directly responsive to our institutional needs, and most importantly, the findings were critically important to better understanding our impact on Boston and the region"

**Vikki Spruill** | President & CEO

**IMPACT**

NEAq is currently implementing TCC's results for use in fundraising from private and governmental sources and regulatory cost-reduction

## IMPACT

NEAq is currently implementing TCC's results for use in fundraising from private and governmental sources and regulatory cost-reduction



Each dollar provided to the NEAq generates **\$1.83** in local economic impact

NEAq visitors spent **\$25M** at local businesses in 2019; these visitors would not have visited if NEAq did not exist

## NEAq 2019 Total Economic Impact

\$115,810,591

\$24,597,838

Induced Visitor Spend (21% of Total)

- Visitor spending on lodging, food, shopping, and transportation etc.
- Indirect visitors who would not have visited Boston and spent money if NEAq was not an attraction

+

\$90,212,752

Direct Spend (79% of Total)

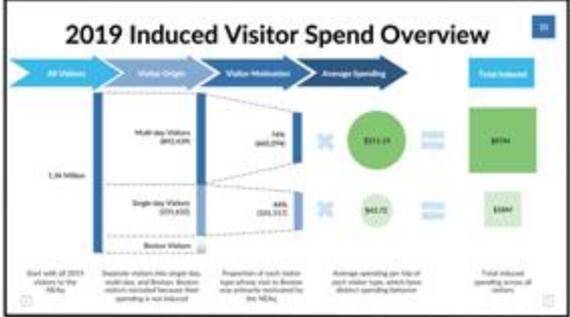
- Money spending on employee wages, rental equipment, and other payments to government

Selected slide from final deck

We were impressed with TCC's problem-solving capabilities. TCC provided insightful alternatives when faced with data limitations or incomplete data"

**James Sutherland** | Associate Vice President, Public Policy & Advocacy

## 2019 Induced Visitor Spend Overview

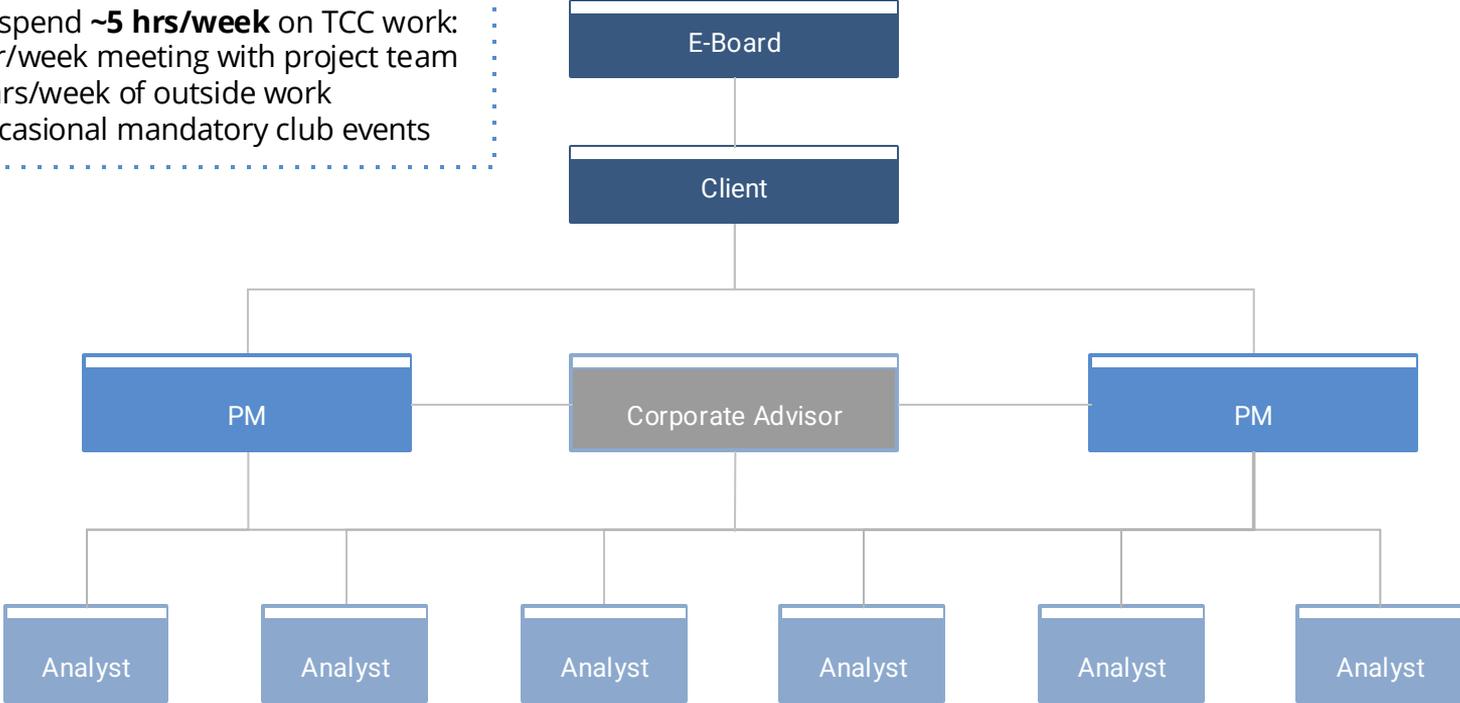


Start with 1.4M total visitors by the NEAq. Breaks into two single day, 40% are multi-day and 60% are single-day visitors. Multi-day visitors spend more than single-day visitors because their spending is not induced. Proportion of each visitor type who visit in Boston was primarily decided by the NEAq. Average spending per day of each visitor type, which is derived from spending behavior. Total induced spending across all visitors.

Selected slide from final deck

# TCC Project Structure

- Expect to spend **~5 hrs/week** on TCC work:
- 1hr/week meeting with project team
  - 4 hrs/week of outside work
  - Occasional mandatory club events



# General Project Timeline

1

## Kick off

Receive staffing assignments & meet with client.

2

## Weeks 2 - 6

Conduct preliminary research & finalize methodology / begin producing findings. Regular client communication & check-ins.

3

## Midterms

Present methodology / preliminary findings to all of TCC. Receive feedback before presenting to client team.

4

## Weeks 6 - 11

Incorporate feedback, conduct further research, & develop deck. Regular client communication and check-ins.

5

## Finals

Present final deck to all of TCC and client team.

# Professional Development



Educational Events (Analyst Trainings, Resource Literacy Trainings, Alumni Panels)



Mentorship programs (Families, New Member Community, Industry Groups)



Alumni panels and employer information sessions



TCC Case Competition



Summer internship recruiting intensive



# TCC Recruiting Results

TCC helps you build desirable skills through relevant experience, surrounds you with the brightest and most motivated students at Tufts, and connects you to a vast network of successful alumni.

McKinsey  
& Company

**BAIN**  
& COMPANY

**BCG** BOSTON  
CONSULTING  
GROUP

**OLIVER  
WYMAN**

**EY** Parthenon

**Deloitte.** **pwc**

**Microsoft**

Goldman  
Sachs

**EVERCORE**

**CapitalOne**

**BRIDGEWATER**

**SIG**  
SUSQUEHANNA



**BlackRock**

# TCC Differentiators

## Projects

Similar to management consultancies in the professional world, TCC works across a **wide variety** of client types and industries

*Ex: “the TCC team was professional, insightful, and it was very helpful working with them” - Khan Academy*

## Professionalism

Emphasis on **developing members** through growth within the club and rotation across business functions and experiences

*Ex: 100% of TCC’s 2025 graduating class secured consulting junior internships and full-time offers*

## Community

**Mentorship and guidance** from senior club members and alumni currently working in consulting to prepare you for the professional world

*Ex: Past club retreats have included escape rooms and team dinners—we also have a growing run club!*

---

## You should join TCC if...

- You want to develop your problem-solving, communication, and networking skills
- You either have a clear idea of your career path, or still feel unsure about which direction to take
- You are looking to meet new members of the Tufts’ community



# Application Timeline

GIM & Application  
Released

Applications  
Due

Interviews  
(by invitation)

Project Kick-offs:  
Mandatory All-  
Member Meeting

**Jan. 18**  
Following GIM

**Jan. 22 @  
11:59 PM**

**Jan. 25 - Jan. 28**

**Jan. 31**



# Written Application Tips

## General Tips

- Make sure your answers are well-written - this is your chance us to show your written communication skills
- Remember, the more you put into this club, the more you get out of it (do not just apply for your resume or LinkedIn)

### **Question 1: Why are you interested in TCC: How would your involvement in TCC advance your personal and professional goals?**

- Express general interest in consulting and TCC to highlight initial spark of interest
- Specificity about why TCC, especially compared to other consulting clubs on campus, is a key factor
- Be specific when connecting what you will learn from the club to your personal goals

### **Question 2: What applicable skills do you bring to TCC?**

- Write about what makes you uniquely you, TCC members come from all walks of life
- If you're unsure what to write about, consider taking content from your college application for ideas
- Connect your strengths to the problem-solving, communication, and teamwork skills TCC looks for
- Prior examples include working at parent's restaurant, participating in sports, and travelling

### **Question 3 (Optional): What is an industry you are interested in and why?**



# Interview Process

## Part 1: Behavioral

- Professional background questions
- Leadership style questions
- “Tell me about a time when....”

## Part 2: Presentation

- Prepare a slide based on a prompt provided prior to your interview
- Prioritize fitting information onto the slide, but keep it graphically appealing and digestible
- Present that slide, focusing on your public speaking skills (avoid filler words, eye contact, enunciation, etc)

## Part 3: Case Interview (covering numerical / quantitative reasoning)

- General market sizing questions (e.g. How many gallons does an average gas station in the US pump per day?)
- Practice a few to get the feel but no need to stress - these are simple questions and do not require outside or background knowledge

\*Dress professionally for your interview and come prepared with questions about TCC\*



# Office Hours / Coffee Chat Schedule

Drop by our first come first serve office hours hosted by various E-Board members to learn more about TCC and gain advice on the recruiting process.

Date	Start Time	End Time	Location	Board Member
Sun Jan 18, 2026	2:00 PM	2:30 PM	Mayer Campus Center 203	Emily Leschin
Sun Jan 18, 2026	3:30 PM	4:00 PM	Mayer Campus Center 203	Ava Spalding
Mon Jan 19, 2026	11:00 AM	11:30 AM	Mayer Campus Center 203	Gabrielle Ong
Mon Jan 19, 2026	11:30 AM	12:00 PM	Mayer Campus Center 203	Paige Mazoff
Mon Jan 19, 2026	12:00 PM	12:30 PM	Mayer Campus Center 203	Sora Karanja
Mon Jan 19, 2026	12:30 PM	1:00 PM	Mayer Campus Center 203	Ellie Gates
Tue Jan 20, 2026	12:00 PM	12:30 PM	Mayer Campus Center 203	Ashley Ko
Tue Jan 20, 2026	12:30 PM	1:00 PM	Mayer Campus Center 203	Fares Danial
Tue Jan 20, 2026	1:00 PM	1:30 PM	Mayer Campus Center 203	Poorna Chakraborty
Tue Jan 20, 2026	1:30 PM	2:00 PM	Mayer Campus Center 203	Tejas Suri



# Questions?

GIM Attendance Form



E-List Sign-up Form

