

The Finance Career Rules

7 universal moves that get you hired, trusted, and promoted. Run them before your next interview.

1. Prove value first

Create value before anyone trusts you with theirs.

2. Be long-term greedy

Trade a short-term win to protect long-term trust.

3. Be radically responsive

Reply faster than anyone. Speed signals trust.

4. Own bad news fast

When it breaks, call them first with a plan.

5. Think in frameworks

Don't just answer, teach it. Frameworks build recall.

6. Be coachable

Stay open. People with pull champion the coachable.

7. Set rules of engagement

Show people the game; they respect where they stand.