



Lessons From the Desk

Five standards from the toughest floor on Wall Street. Tap the one you're adopting this week.

My standard this week:

Answer the red light

Bad news in 3 minutes

Long-term greedy

Teach in frameworks

Ask for the script

THE BAR

In at 4 AM, out at 1 AM, never first out

The bar is set by the room, not by you.

THE CULTURE

Ask anyone, the answer is yes

Thousands of people, and anyone would help. Rare on Wall Street.

E.G. *39 interviews. 5 cities. One seat. What you learn inside is why it's called the best training on the Street.*

Talent gets you in. Trust keeps you there.

Steal the standards now, before anyone pays you to have them.