



Finding Career Satisfaction & Success with Justion Hayashi '09

Luck is not a good strategy...

That is just one of the numerous sound bites of insightful and relevant advice that Justin Hayashi, Whitman alum from the class of 2009 shared with a group of about 15 students tonight during an Executive Speaker event hosted by our office.

Justin was a varsity tennis player and an avid IM participant during his time as a Whitman undergrad. He was also a member of ASWC, a KWCW DJ, a member of Phi and an Asian Studies major. His Whitman experience embodies the expansive breadth that he recommended students pursue now and after graduation. Here are a few other pieces of sage advice we captured from his talk.

1. **Getting experience is much more valuable than having a nice summer.** Explore different ways to expand your experience, try new environments and grow your skillsets.
2. **It's okay to try something and hate it.** When you try things you haven't tried before, you'll learn a lot about what you are good at and what you enjoy doing.
3. **If you have a connection, or can make one, it will seriously advance your chances of getting into an organization.** The Whitman alumni network is a valuable resource that can help you open doors to an incredible array of experiences.
4. **Always be gracious and avoid treating professional interactions as transactional.** Sometimes that well-written follow-up email will open a door that you thought was closed.
5. **Careers are not linear.** It's a long game and there's a lot of room for recovery if you try something new that's not right for you.

And when we asked him about the skills and traits he looks for when he's hiring for New Engen - the digital marketing agency that he started and now runs as CEO - he said:

- **Microsoft Excel** - it's not going anywhere
- **A strong aptitude for communication** - that's what they do
- **An ability to work well in teams** - almost every employer looks for this
- **A clear articulation of why you're interested** in the organization and how your story fits into that

To watch the recording of his talk, email ccec_@whitman.edu to request the link.