Hi Mr. Marson,

I hope you are doing well. I am happy to hear about Vaultrax, Inc; that must be exciting to be at the reigns of a new company. I am reaching out to you because you are someone I have always highly respected, and considered extremely knowledgeable. As you may have heard, I transferred to Boston College where I am now majoring Economics in the Liberal Arts program. I made the switch to create more opportunities, but I am now a little stuck on which path to pursue. Because of Transfer credits and changing majors, this is technically going to be my Junior Internship this summer, and I am looking at it as a very defining internship for the direction I will go after college. I can be my own worst enemy overthinking everything. For example, I have been trying to have a meditation routine for the last two years, and still do not know if I should be learning TM, saying a mantra, counting 1-10, using a timer... once a day, twice day. This is why I want to ask for your perspective because of how much you have accomplished academically and in your professional career.

I am going to try and give you a brief summary of my situation at BC. My first semester I went to this presentation by the Corcoran Center for Commercial Real Estate. I hung back and met the president of the center, which lead me to pursue commercial real estate for the remainder of the year, and to intern for AvalonBay this past summer.

From the people I have met and talked to there are a lot of great careers that can be made in Commercial Real Estate, which is one path I could continue to follow. Other than making good money there is a lot in that field that interests me too much. I keep reading more biographies of entrepreneurs and the predictions for the future of tech and innovation. There is just so many amazing things on the horizon I would do anything to be a part of it. I am not a computer engineer, I have not done much with data tracking, visualization or statistical analysis. Even for Economics the only thing I have really enjoyed was Behavioral Economics because my strengths and interests have always been in things involving human history and behavior such as psychology, sociology, philosophy. This is what made me think of venture capital because of the idea of investing in people.

I joined the Crew team this past spring. The team is made up of half computer engineers, and half bankers. I was just talking to one of my teammates about my interest in startups and possibly venture capital. He told me I should join the finance academy and apply for their investment banking track. He’s a board member and would try and fast track me in it and set up an internship with an investment bank. I would have to attend all the meetings, and bank recruiting seminars. That is when this urgency to decide came from, because all the investment banks require you to go through rounds of interviews, and lunch ins, and it looks like they finish recruiting and make their offers by the end of next month.

I read a book called Young Money that follows recent grads that go into investment banking on Wall St in 2010. They showed the job to be a 2-year sacrifice where you make about 85,000$ plus a 15-25,000$ bonus in a year, but that year would be made up of 100 hour work weeks, sleeping under your desk, and making enormous spreadsheets that more often than not get thrown in the trash. The one big lure of it is that after you pay your dues as an analyst you can jump into hedge funds, private equity, seemingly anywhere you want. After two years one of the grads in the book got offered a matching salary to be on the management team of a new start up. As liberal arts major, finance is a piece I’m missing, and this could be a perfect way to learn it.

I also have emailed back and forth and met with the president of the Corcoran center about internships. Because of my experience at a small venture leasing company, he thought his friend’s company would be a good fit. It is called Biomed Realty Trust, which develops commercial real estate specifically for biotech, and it was just recently purchased by Blackstone. I got very excited when he said Biotech, it’s absolutely the type of tech and advances that interests me the most. For the Zero to One category, the more I hear about developments in biotech, the bidding war over Biogen, decoding genomes, new Biomarkers, and the implications from neuroscientist still calling the brain a frontier. This is where some very amazing things are going to be happening. I thought I could try and pursue this internship, with the possibility of moving to management or some other role in a biotech company or venture capital firm. I told my teammate about this idea, and he thinks it will only work out if I get an MBA at some point. I have heard from many people an MBA is much more a necessity today for achieving a high level in a career. I just do not know what to think about it right now because of how much it could cost. I would probably only be able to do it 3-5 years out of college of more.

There are a lot of other internships on our BC career site that I could apply for too. I didn’t get the chance for a semester abroad, so I was even thinking about interning abroad somewhere such as Dublin. Biomed and the IB track are just the two options in front of me right now.

I think an Investment banking internship is the stronger of the two. Pursuing the investment banking track would build finical skills, add a great experience to my resume, and possibly get the opportunity to pursue a two-year analyst program after college. With the two-year position, I could wipe off my loans and then find a startup worthwhile to be a part of. It’s just that this track looks like a complete overhaul of two years of your life spent as a drone.

That being said I am just a 21 year old kid who has yet to leave the ivory tower of a college campus and everything I can try and logically put together is still just my best guess, without taking into account the amount of random and unpredictable circumstance that will come around no matter what I do.

There are two contradicting philosophies’ about how to choose your career I hear all the time. The first and most common is the Joseph Campbell, follow your passion philosophy. The counter to this from people like Cal Newport is not to follow your passion but instead build a set of rare and valuable skills, finding a niche market and working your way up until you earn the option to pick a position you want.

This second option is what I am trying to do, but I keep second guessing what field, skills and information I need to focus on. I attached my resume so you can see what I have done so far. I am still missing a real unique skill set or ability that could set me apart in a stack of resumes. Not being ubiquitous is the main goal this year. PowerPoint and Excel do not come close to cutting it, so I am trying to decide if things like coding or a using specific software would be worth trying to learn, even just to gain a better understanding of them. My internships are also spread out in different fields, and I keep reading that it is a much better approach to choose one field to show a lot of expertise in vs. a little bit of experience in multiple fields. That is why I am putting a lot of weight on this summer’s internship to choose a direction.

I think you might be able to see by how I type that I spend way too much time researching and overthinking the majority of my choices. I finally realized the best things I can do is ask for the perspective of someone with your knowledge and experience. I threw a lot of information on here. I would like your opinion on anything above, and I also organized some straight forward questions below that you can pick and choose from if you want to.

-If you were back in your final year of school what kind of track would you set out for yourself?

- Are there any careers or position that I am overlooking in Business/tech

-Is there anything such as skills or certifications I should try and pursue this year or after college?

-Are there books you would recommend?

-For news I really only look at TechCrunch. Do you think there is any other news or sources I should try and stay current with?

I cannot tell you how much I appreciate hearing your thoughts, and helping me gain a better perspective. I hope I have made sense throughout this email, if there is anything you need me to clarify or give more detail on please let me know.

I hope the family is doing well, and I wish you continued success with your company.

All My Best,

Dan Sheehan