

# #SuffolkWisdom

>> Have your own advice for Suffolk grads? Then tweet it!  
Your words of wisdom might be in next year's edition.

# WORDS *of* WISDOM

*Advice to the Class of **2014** from fellow Suffolk alumni*

Produced by OMC 020514



**Suffolk** University  
Alumni Association

# THANK YOU

>> Many thanks to the Suffolk alumni who contributed to this inspirational book.

# WORDS *of* WISDOM

*Advice to the Class of **2014** from fellow Suffolk alumni*

**Dear Suffolk University Class of 2014,**

Today you celebrate the end of your undergraduate education. With the completion of your time at Suffolk, you begin the next stage in your life and the next stage in your connection to Suffolk University—that of an alumnus or alumna.

To honor this achievement, we offer you the wisdom and humor of your fellow alumni, and we welcome you to the **Suffolk University Alumni Association**.

Remember that your fellow alumni will be your friends, your colleagues, your mentors, your advisors and advisees, and your neighbors. This is your network, and it will always be available to you.

Congratulations. Have fun, and pick the right job. Give back, and success will follow.

**Steve Douillette, BSBA '08**

Chair

Suffolk University Gold Council

NEVER FOLLOW  
ADVICE THAT CAN BE  
SUMMARIZED IN A  
**SENTENCE** OR TWO.

>> **Kenneth S. Greenberg**

Dean, College of Arts & Sciences

**LAUGH, A LOT.**

>> **William J. O'Neill, JD '74**

Dean, Sawyer Business School

»» *As a manager, I would take hard work over talent when talent doesn't work hard!*

Elizabeth Conley, BS '07, MPA '12

»» *Nobody said it would be easy; they just promised it would be worth it. Do what you love, love what you do, and always find a reason to laugh!*

Blair Balchunas, BA '11

»» *If you're smart, you'll never stop learning!*

Steve Dudley, BA '75

»» *Your family is the most important aspect of your life. Value it. In the ups and downs of your career, it is the most valuable constant.*

Don Keller, MBA '86

»» *As you embark on life's journey, whatever your circumstance, save until it hurts.*

Burt Herman, BS '53, MA '54

»» *1. The mere acquisition of knowledge does not ensure its proper application.*

*2. Prefer delay over error.*

James J. Bazinet, BSBA '71

»» *Live below your means; you will be far better off on the road ahead.*

Kristen Haid, BA '88

»» *1. If you're a writer or artist, copyright everything.*

*2. Remember the early bird gets the worm.*

*3. Get up early and work your best.*

Frank Griffin, BS '67, MEd '74

ALWAYS REMEMBER  
THAT LIFE HAS  
**NO AGE LIMITS.**  
KEEP PURSUING  
KNOWLEDGE  
THROUGHOUT YOUR  
ENTIRE CAREER UNTIL  
**THE VERY END.**

>> Walter H. Fuller, Jr., MBA '91

>> *No matter what job function or industry you seek to work in, find a way to enhance other people's lives and in turn you'll enhance your own. Be stubborn, aggressive, and passionate about what you believe in, but don't do it for personal gain.*

Josh Singer, BSJ '10

>> *Work hard, build and maintain relationships, reflect on life's encounters, and, most importantly, enjoy life and seize the day because it's yours.*

Ian Pineda, BS '08

>> *Embrace lifelong learning.*

James Graham, BS '82, MEd '98

»» *Do not think that having a degree will change your life; only you can change your life.*

Joan Recchia, BSBA '04

»» *Remember that happiness is the best thing in life—not money and not success. Always put your family first.*

Francis Ormond, BSBA '50

»» *Don't compete with your friends. Compete with yourself.*

Emma O'Leary, BS '10, MPA '13

»» *It's important to receive excellent on-the-job training early in your career. Seek out great mentors and companies that will help shape how you approach your profession.*

Kevin Webb, MBA '96

»» *Read magazines; they're the blogs that just update at a slower weekly or monthly pace. That torn-out page's tidbit may be the idea that leads to your next promotion!*

Steven Belec, MPA '12

»» *Never, ever give up. Follow through on whatever challenge you take on. People never actually accept excuses, not even if they say they do. They just mark you down as having failed.*

Alex Collier, MBA '00

»» *If you don't know, don't tell, but make it a passion to learn it.*

Douglas Garber, MBA '78

»» *Open a retirement account as soon as you can. This makes saving for the future less painful and easier, and you can plan your retirement!*

Stephanie Guarino, MPA '10

>> *Love all and serve all without asking for rewards and you will get it all: love, health, and money.*

Michael Galiouby, MBA '81

>> *Remember to stay focused on your goals in life, and you will make a difference.*

Don Archambeault, BS '72

>> *Do not overspend. Have a monthly budget and stick to it.*

Ovide Flannery, BSBA '64

>> *Always try to be as kind and as gracious as you can, and never be afraid of hard work of any kind. There are no menial jobs when it comes to building your personal and professional reputation.*

Gisele Messier, BSJ '88

**COURAGE IS WHAT IT TAKES TO  
STAND UP AND SPEAK.  
COURAGE IS ALSO WHAT IT TAKES TO  
SIT DOWN AND LISTEN.**

>> **Jack Pelzman, BS '69**

»» *Buy your domain name (yourname.com)!*

Angela Bray, BSJ '13

»» *Success is a mixture of what you choose to do and how you treat people. You will never have enough time or money, so do what you love and do it often.*

Rebecca Frechette, BSBA '06

»» *Your writing skills can never be “good enough.”*

*Pay attention to the details, because simple mistakes can overshadow the results.*

John Fitzgerald, MBA '92

»» *Three important things: Remember people's names, spell them correctly, and pronounce them correctly. It lets people know they matter to you.*

Kevin Sullivan, BS '85, MPA '88

»» *Surround yourself with people of the highest integrity.*

John E. Vetere, MBA '89

»» *If you need help with career advice or career opportunities, don't go it alone. See your professors, the Center for Learning & Academic Success, or the Career Development Center. They are there for you!*

Diana Harte, BA '13

»» *Empathize, sympathize, and energize. And think twice before you tweet!*

Nilo Yucel, MBA '01

»» *In the long run, you usually get the reputation you deserve.*

Vincent Grillo, EMBA '83

»» *It sounds old-fashioned, but always send a hand-written thank-you note. An email will never carry the same weight.*

Matthew Wilder, BS '05

# YOUR PARENTS WERE **RIGHT.**

# PERSONAL INTEGRITY AND TREATING OTHERS THE WAY YOU WISH TO BE TREATED ARE THE **KEYS TO SUCCESS.**

>> **Kathleen Wyka Sweezy, MEd '86**

>> *Take every opportunity to speak up and show the confidence and leadership skills that were in you and fostered further by your education. Cultivate a positive attitude. Success in business is based more on attitude than on capabilities. Be optimistic about yourself, others, and life.*

Effie Pappas Brickman, BS '82, MPA '85

>> *Learning how to think is more important than learning how to do.*

Susan Beland Bogle, BSJ '77

>> *At the end of each day, create a list of three to five items that you would like to accomplish the following day, and take the time to evaluate what has been accomplished that day. If an important goal was not completed, carry it over to the next day, and evaluate why it needs to be completed and how it will benefit upcoming activity.*

Jerry Cogliano, BSBA '85

»» *The people you pass on the way up will be the same people you pass on the way down. Always be nice to everyone. Go the extra mile to achieve your goal before someone else does. It's not how you start but how you finish that matters.*

Peter J. Dragonas, BSBA '77, MBA '81

»» *Always assume positive intent.*

Michael Silva, BSBA '09

»» *Everyone loves a sure outcome, but from time to time do something for which success is not a guarantee.*

Gina Fiandaca, BSBA '87

»» *Take time each day to enjoy whatever it is you choose to do. It is easy to get caught up in the daily routines of life and to sometimes forget to enjoy the moment.*

Barbara Talanian, BS '71

»» *Learn as much as you can about everything. You never know, it may save you time, money, suffering, or even your life. On a lighter note, keep trying and keep smiling.*

Nina. M. Gloddy, BS '80

»» *Don't get caught up in the details. Life is far too short to let the little things weigh us down. Keep your eyes on the big picture and learn to let the little things go.*

Eric Dupere, BSBA '93

»» *Keep your goals high and your expectations down to earth. Remember, you can climb mountains, but only one step at a time.*

Hal Greenblatt, MBA '75, APC '86

»» *If you are starting your own business, be patient and very persistent. It will be a rough path, but it is worth the ride.*

Sebastian Bayer, BSBA '03

# LIFE PRESENTS MANY OPPORTUNITIES.

DARN. ONE REGRET  
I HAVE WAS FAILING  
TO HEAVILY INVEST IN  
GOOGLE  
TEN YEARS AGO!

>> Christopher P. Smith, BA '73

>> *Be stronger than your opponent, or at least appear to be. Be nice and tactful, but not to the point that it is detrimental to your well-being. And remember, sometimes you just have to walk away from what appears to be a decent position in order to save your sanity!*

Jim McKeown, BS '96, MA '99

>> *Accept help from other people. If you help a lot of people you will find that they are happy to have the opportunity to help you. So look for opportunities to help other people!*

Philip Beauregard, BSBA '80

>> *Follow your heart and do what you love for a living. Life is far too short to waste doing something you don't enjoy every day.*

Beverly Flaxington, BSBA '83, MBA '84

»» *Always treat people how you would want to be treated.  
It makes for a full night's sleep.*

Nancy Conti, BSBA '83

»» *Before you settle down, get married, and have kids, live a little. Travel to two or three places you have always wanted to go. Resist the temptation to get everything. Set up a savings account and put as much money in there as possible. You will be very thankful for that in 20 years. Be honest with everyone, including yourself.*

Robert White, BSBA '03

»» *Nothing is concrete (except for concrete). It's always OK to change your mind about which path you take in life. Just make sure you are happy while you are doing it.*

Tahnee Lacey, BS '03

»» *Never fear to lead and never lead by fear!*

William Alcott, MBA '89

»» *Jobs you can change but your family should be forever. Never miss your kids' birthdays. (They won't forget.)*

Jim Harte, BSJ '80

»» *What you do today, and how you do it, likely won't be the same five, ten, 25, or 40 years from now. Embrace change, prepare for it, become a fan of lifelong learning. Help others whenever you can; they'll show you the path to your distant future.*

Dave Fagerstrom, MBA '76

»» *First impressions mean more than you could ever imagine. Always make eye contact and give a firm handshake when greeting someone.*

John McDonnell, BSBA '83

»» *It will always come down to people skills. Polish them and never underestimate them.*

Alejandro Ochoa, MSF '04

>> *Protect your reputation; it's the only one you have. It will be your calling card for life. Always own a really good pair of shoes. Pour your Guinness slowly.*

Aidan P. McAvinchey, EMBA '08

>> *Keep an open mind, be flexible, take risks, and challenge yourself regularly. Life is too dynamic to remain stagnant.*

Chris Barr, BSBA '97

>> *You have all the skills and knowledge to interview. Once you get a job, and I know you will, write down everything you did, store your nice résumé paper, and keep that black leather portfolio all in the same place... because this will not be the job you retire from.*

Diana Locke, BSBA '06

>> *Practice humility and always be gracious to others.*

William C. Bryant, Jr., MPA '01

**VOLUNTEER AND  
GIVE BACK  
AS MUCH AS YOU CAN.**

**TOO OFTEN IN LIFE, WE FORGET  
THAT WE ALL TRULY CAN MAKE  
A DIFFERENCE.**

>> **George C. Kokoros, BA '85, EMBA '04**

»» *Don't let your fear of failure or a sense of impostor syndrome cripple you! This is the time to make mistakes, take that job you aren't sure about, try new things, sit back and listen, live paycheck to paycheck, travel, get a hobby, be in the moment, and take that leap of faith that everything will work out! Wherever you end up, just remember, this is the beginning and it only gets better from here.*

Christina Webster, BA '13

»» *Sometimes deciding to go to work is the toughest decision you will have to make that morning. Once you are there, the rest of the day seems a lot easier and more enjoyable than it did from under the bed covers.*

Martha Donovan, BS '97

»» *Learn to handle rejection.*

Edward E. Myllmaki, BS '09

»» *When you are on a job interview, listen carefully to the people interviewing you. The interview may be the only training you get on the job. It will also tell you things that will be abundantly clear after a few months on the job.*

Naomi Balto, BSBA '77

»» *There are no straight lines in nature. Enjoy the circuitous path of your own personal journey.*

Sean Patrick Harrington, MBA '04

»» *Never take your business relationships for granted. My first boss out of college has remained my mentor and one of my dearest friends. The lessons I learned from her are invaluable.*

Jessica Meranda, BS '04

»» *Start saving money YESTERDAY.*

Kostula (Connie) Kiriazis, BA '88, MS '90

>> *Never let your sense of optimism fade despite those who will try to take it from you. A positive point of view will take you to places you thought you would never see.*

Arthur D. Milano, EMBA '90

>> *Don't be afraid to redefine and change your goals.*

Daniel M. Sullivan, BSBA '69

>> *Here is some wisdom from someone who retired five years ahead of schedule. Save your money and brush your teeth. If I had brushed my teeth a little better than I had, I might have retired eight years ahead of schedule.*

Eric Johnson, MBA '72

>> *Don't count on the degree. It might get you to the interview, but it is up to you after that.*

Russell Jahn, MBA '84

# COPE WITH A DIFFICULT DILEMMA AS IF COPING WITH NEW ENGLAND WEATHER.

## JUST WAIT A MINUTE... IT WILL CHANGE.

>> **Leslie A. Trott, MEd '76**

# PAY YOURSELF FIRST.

>> Harry P. Lisewski, MA '64

- >> *Become a master listener. In your dealings in business and in life you must fully understand your audience. You will not motivate an employee or a team if you don't know what motivates each person individually.*  
Leah West, MPA '08
- >> *Life's destiny is by choice. Risk comes with selection. Confidence matures.*  
Theodore Whitcomb, BS '51
- >> *Get an advanced degree and never stop learning.*  
Robert J. Scopa, BSBA '76
- >> *Make a goal. Make a plan to achieve your goal. Do not ask how difficult it is to achieve your goal. Do ask if your goal is achievable. If your goal is achievable, you have your work cut out for you.*  
Steven R. Press, BS '78

»» *Do five percent more than anyone else. It will prove you are a leader!*

Robert Caret, BA '69, DHL '96

»» *Perfect your craft and write right. Don't trade in your surfboard for the stylebook, however.*

Bill Schneider, BSJ '11

»» *Life is filled with opportunities. You can choose to accept them or let them pass by. They are ever present like air, whether you choose to breathe deeply or block your nose and turn away.*

Pamela Nandi Varris, BS '94

»» *Never stop networking.*

Paul Kussell, MBA '68

»» *Whatever you do, make sure you are having fun. When it isn't fun anymore, it is time for a change. Travel. You may find your new home or realize you miss your old one. Be flexible and open-minded. You may change your mind. Try new and challenging things. You may find out you enjoy them. It is acceptable to try and fail. It is unacceptable not to try at all.*

Chris Barr, BSBA '97

»» *The very sweetest things in life, when they finally come, are the things for which you worked hardest and waited longest.*

Joseph D. Giurleo, BA '80

»» *Always be ready to make opportunities as well as to take them.*

Ann DerMarderosian, BA '60, DHL '06

»» *I always say, “pick your poison” and “KISS” (keep it simple, stupid). Life is too short to worry about the small stuff!*

Caryl Diengott, BS '79

»» *Hard work (and good work) is important and necessary for you not only to achieve, but to excel in your goals. But don't underestimate the power of networking—it is a useful tool not only to potentially assist you in finding employment but also in learning additional skills throughout your life and career.*

Vicki Samuels, BS '09

»» *Do not underestimate the value of human contact, good writing skills, and diplomacy. Making the most in these areas will benefit you throughout your life.*

Trish J. Gannon, MPA '97

»» *Don't underestimate your Suffolk degree.*

Rachel Pelkey, BS '10

# PAY ATTENTION TO FINANCES.

# SERIOUSLY.

»» **Rosario Perez Giusti, BSBA '07**

- » *The capacity to learn is a gift...  
The ability to learn is a skill...  
The willingness to learn is a choice.  
No matter what the task, do your best and you will  
always be satisfied.*  
Lorry Sorgman, MST '94
- » *Being perpetually optimistic about life is one of the  
most powerful traits a person can have.*  
Larry Eppolito, BSBA '84
- » *Be as respectful and kind to the janitor as you would be  
to the CEO.*  
M. J. St. Jean, MBA '84
- » *Don't do what anyone else can do. Take on the  
next-to-impossible and you will always be happy  
that you did.*  
Paul B. Marinucci, MBA '85

- » *In your profession, focus all your attention on things  
you have control over. Don't worry about the things  
on which you have no influence, as doing so will keep  
you from your objective. If you do this, your area of  
influence and responsibility will grow, and soon you will  
have control over everything that is important to you.*  
Peter Bryanton, MPA '98
- » *Buy a suit. Tailor it.*  
Louie Balasny, BSBA '07, JD '10
- » *Finding common ground with people is a truly  
important skill. It will help your relationships with  
your coworkers and other stakeholders you work  
with. When a meeting turns negative or tensions are  
running high, having the ability to bring everyone  
together again around a central purpose or common  
trait is truly priceless.*  
Danielle Oaks, MPA '08

>> *Always treat everyone with respect, even when others don't.*

Monica Sicsai, MS '06

>> *It is vital to build meaningful and lasting relationships, as they will certainly serve you and the people you interact with for life.*

Paul Cochran, EMBA '04

>> *Learn to accept rejection. If I spend an entire day working on a project and it turns out to be the most amazing thing that I've ever done, if it isn't what the client asked for, it's no good.*

Joel Gendron, BFA '00

>> *Treat everyone you meet the same way! Each person has a valuable story to tell and a lesson to pass on. Listen to learn and your life will be so much richer.*

Linda Samuels, EMBA '03

IF IT'S  
MEANT TO BE,  
IT IS UP TO **ME.**

>> **Leo Z. Archambault, BS '74**

»» *Your success always depends on other people: Pay back compliments, pay forward kindness.*

Alan Chapman, BS '62

»» *Don't let your degree dictate your life. Even if you have an economics degree, you can still be a pilot. Even if you have a finance degree, you can still be a teacher. The world is yours for the taking; don't let the past dictate your future.*

Elisa Hahn, BSBA '04

»» *Life is not as difficult as you fear, nor it is as easy as you hope.*

Niko Setiাপutra, MBA '02

»» *Don't forget to have fun!*

Debbie Berg, BS '84

»» *Observe, explore, and discover every day; learn and understand more about your inner universe.*

Rosa J. Vela, MSF '08

»» *If someone says "no," go over their head, but be ready to wipe them off your feet.*

Elaine Cruz, BS '00

»» *Always keep an open mind and try new ventures. Expand your education if you need to and never stop trying.*

Sheila Larkin, BS '77

LOVE THE PLACE  
WHERE YOU LIVE.

AND HELP  
MAKE IT  
A BETTER PLACE.

>> Ted Matthews, EMBA '02

- >> *Never say no to an opportunity no matter how boring, weird, crazy, bizarre, or out of left field it sounds. It may lead you to some unbelievable and unique experiences.*  
Laura Casey, BS '85
- >> *If it is important, pick up the phone or discuss in person. Personal interaction is far more effective than email. At 211°, water is hot. At 212°, it boils. It's that ONE extra degree that makes all the difference. Go the distance. Ordinary efforts breed ordinary results.*  
Michael Pagnato, EMBA '06
- >> *A satisfying life consists of love, being loved, and money, not necessarily in equal parts. But the first two are more valuable than the third.*  
Joe De Vito, BA '69

»» *In making decisions on a new job or position, stay focused on what matters most to you.*

Sira A. Cormier, BSBA '88, MBA '95

»» *Meet as many people as possible. Attend events to make connections. Develop relationships that later can be part of your network for employment and professional growth.*

Olga Martinez, MPA '83

»» *Always wear comfy shoes; cobblestone streets were not made for high heels. Always carry an umbrella. This is New England, after all.*

Stacia A. Russell, BS '05

»» *Set goals and do not let anyone discourage you, no matter how difficult they may seem to attain.*

James Kerr, BA '72

»» *Find a job in which you look forward to going to work each day regardless of the money it pays. If you aren't happy at what you do, you are going to dread getting up each morning. No one on their deathbed ever said, "Man, I really wish I worked more in my life!" Remember what's most important in life. Take the time now to enjoy it while you can so you don't regret it later.*

Craig Sonis, MBA '00

»» *Love, love, love what you do. Love it. Do not waste one minute doing anything that is not your passion.*

Marcia McDonald Swanson, BSJ '74

»» *Lose your ego. It's the heaviest and most unnecessary thing you carry. How you spend your money is how you vote on what exists in this world. Spend wisely and with a long view. Love is the most powerful energy source in the world. Use it wisely.*

Suzanne E. O'Neil, BA '92

>> *Innately, there are three fundamental things you know about yourself. One, you know what you are good at. Two, you know what you love doing. Three, you know what bores you. Regardless of what you've studied, choose one and two as your career criteria and you will be fulfilled.*

Robert Rhault, MBA '75

>> *This 1950 alum has learned: "Keep it simple." Stick to the issue. Do not be sidetracked by extraneous thought.*

Theodore Whitcomb, BS '50

>> *There is no such thing as "I am in the XYZ business." You are in the PEOPLE business. Whatever you do, get along with people and own what is under your control.*

Fernando Rosas, MPA '02

**WHERE YOUR  
PASSIONS AND  
TALENTS MEET  
IS WHERE YOU  
WILL FIND  
YOUR CALLING.**

>> **William Robinson, MPA '12**

»» *Learn golf and know Microsoft Access.*

Michael Collins, MSF '07

»» *Always do the right thing, even when it is the unpopular or difficult choice.*

Tina Chin, BSBA '96

»» *You are a collection of experiences. Try new things, explore, push yourself, never settle for OK. The wisdom of your experiences will serve you well in every aspect of your life.*

Vin DiCianni, BA '78, JD '81

»» *A microphone is always a “live” microphone; a camera is always a “live” camera. Diversify not only your investments, but also your life. Never say or do anything you would not want to see tweeted, googled, or on the front page of the Boston Globe. Leave everything that you touch better than you found it.*

Ed Burns, MBA '94

»» *Keep passion in your life, fight hard for what you believe in, and remember it's always “all about the climb”!*

Patricia E. Johnson, BA '65

»» *Be nice to everyone, even if they are not to you.*

John J. Gioioso, BSBA '80

»» *My advice is to get working right away. Don't wait for your dream job to come along. Get on the wagon and gather some experience.*

Nikolas Foster, BA '06

»» *Never assume the printer will work when you're on deadline. Try to find the whole printer thing funny!*

Alicia Blaisdell-Bannon, MA '07

ALWAYS BELIEVE  
IN YOURSELF.

TRY NOT TO LIVE  
SOMEONE ELSE'S  
DREAM.

>> Murat Ucar, MSF '95

- >> *Measuring yourself by anyone else's process, achievements, or life circumstances is a violation of your own very tender, delicate being. Remember always: Each of us has different lessons we're learning, different learning styles, and different inner timetables for our own unfolding. Your own way is always the best way for you — trust that!*  
Gabriella La Monica, MS '07
- >> *Attitude determines your altitude.*  
Brian Houle, EMBA '92
- >> *There are only two important days in your life: the day you were born and the day you find out why. Keep exploring.*  
Girard Healy, MBA '87
- >> *Don't put off until tomorrow what you can do today.*  
Rose Venetter, BSBA '00

- *Do what you love the most. The type of work that would be best for you would be work that you do not need to be paid to do.*  
Amilcar Giraldo, MBA '96
- *Get a book on personal finance. It'll cover all the things you think you know but really don't. The sooner you start making wise money decisions, the better.*  
Brian G. Sargent, MSA '08
- *Explore every possible networking connection that you may have. In other words, "networking or not working."*  
Jeffrey Childs, MEd '08
- *Every person you meet is a networking opportunity—network, network, network!*  
Carolyn MacNeil, MPA '03

- *As you go through life, no matter how big or small the information, communication, or assistance you receive from another person, be sure to thank them! Preferably in writing. If it is something small, a warm in-person "thanks" is fine. Perhaps medium warrants at least an email "thank you," and of course as it gets larger, a nicely written personal note referencing how what they did made a difference to you. As I often tell folks, thank-yous will always be noticed. If someone took time to help you, they deserve a warm "thanks!"*  
Anne Koteen, MBA '76
- *For the ladies: Always be equipped with an extra pair of shoes. A broken heel or blood blister could be a tough way to learn this lesson when you're in a rush.*  
Danielle Burneika, BS '06

➤➤ *Keep in touch with your Suffolk classmates. They represent one of your very first and most loyal professional networks.*

Barbara-Ann Boehler, BA '93, JD '96

➤➤ *Never underestimate your ability to succeed, regardless of the opinions of others.*

James E. Marshall, Esq., JD '62

➤➤ *Prepare for, write for, dress for success and seek assistance from an experienced source. We all have only one chance to make that first invaluable impression a good one.*

Nils V. Bockmann, MA '07

➤➤ *Law school is not the only option.*

Joshua Breen, BS '10

➤➤ *Things ultimately will work out, no matter what the "crisis" of the moment is. Having that wisdom will allow you to overcome the most stressful situations.*

Michelle (Cormier) Biondo, NESAD '81

➤➤ *As soon as possible, begin contributing to your 401(k) and take full advantage of any matching contributions from employers. The benefit of compounding is on your side. Things very rarely work out the way you worry them out. Choose a dream, BELIEVE, and stay focused.*

Karen Brenna, EMBA '81

➤➤ *Maintain a connection with people you have worked with. You'll learn what a small world it is. And don't ever burn bridges behind you.*

Anne Marie Barletta, MBA '83

# ALL YOU REALLY NEED TO STAY IN SHAPE IS A GOOD PAIR OF SNEAKERS.

>> Dr. Tony Comerford, BSBA '78

>> *Network, network, network! Look at the people around you and make an effort to get to know them on a personal level. They may be a future colleague, subordinate, boss, spouse(!), neighbor, candidate, advocate, friend.*

David Greenidge, MBA '09

>> *Always be the best-dressed in a room—you'll command the most respect and attention. Never stop being curious. Remember a bad day is just a day; it's not forever. Save, save, save every bit of money that you can.*

Tara Lachapelle, BA '09, MSJ '10

>> *Always go out! You never know whom you will meet.*

CeSea Saunders, BS '01

»» *Be as cold and calculating about your career as your values allow. Whereas jobs are plentiful, a career is a special calling. Nurture and protect it.*

Richard Connolly, BA '69

»» *The most likely model of any great success in your life is to suffer, survive, and win. Never give up!*

Nique Fajors, BSBA '89

»» *Don't gossip about coworkers; nothing is secret in the work place. If alcohol is provided at a company event, do take advantage of it and have a few. It will help you loosen up and break the ice to talk to people you don't know; just don't get sloppy.*

Gregory Maher, MSA '08

»» *Start saving for retirement with your first paycheck!*

Dr. P. Johnson, BA '65

»» *To obtain job satisfaction, do your best at each job—not to please your employer, but to please yourself. Ultimately you will please your employer.*

Eric Johnson, MBA '72

»» *Go with your gut. Surround yourself with people you trust and enjoy being with!*

Dr. Ilene E. Wilkins, MPA '95

»» *Covet your integrity. Once you lose it, you can never get it back.*

Anthony Voto, BSBA '90

»» *Network everywhere—never throw a business card away. For job interviews, understand: 1) the organization's needs, and 2) why you will fill those needs better than any other candidate.*

John P. Lally, MBA '75

>> *Stay current. Join professional associations to continue growing your career after graduation.*

Jacquelyn Goddard Snyder, MPA '12

>> *We all make mistakes. Don't dwell on them. Don't repeat them. Learn from them. You will succeed. Don't rub it in. Enjoy it. Learn from it.*

Monica Ariza, BSBA '90

>> *Never "woulda, coulda, shoulda." Be decisive, take chances, and learn from new experiences. Nothing ever turns out exactly how you plan it.*

Kristen (Meehan) Sauter, MBA '04

>> *A sketch is just a sketch. Be ready for it to change a thousand times. Don't take the change personally. Grow from it.*

Christina Watka, BFA '09

**FIGURE OUT  
WHAT IT IS  
THAT CAN NEVER  
BE TAKEN AWAY  
FROM YOU.**

>> **Cliff Stevenson, MS '07**

»» *The college degree is your sheepskin, but it is hard work and perseverance that will make you a real success!*

Sandy Stapczynski, BS '81, MPA '83

»» *If you do nothing more, return that call. The hard calls are the most important. So again, if you do nothing more, return that call.*

Bobby Morgenstern, EMBA '90

»» *Most important: To achieve relative success, the ability to work with and enjoy folks at all levels cannot be underestimated. An honest enjoyment of working with people is a real benefit and necessity regardless of how successful you are, manager or not.*

Douglas Baker, MBA '78

»» *Learn about a lot of things; use the knowledge often and wisely; and take your job, family, friends, and health seriously, but not yourself!*

Kristin Hoefling, MPA '95

»» *Don't expect everything you planned to work out, but don't let this discourage you from trying new things. Take time for yourself and establish obtainable goals. Travel, read, and laugh as much as you can.*

Jordan Nye, BA '10

»» *Remember, too much of any one thing is probably not too good for you.*

David D'Arcangelo, BS '96

»» *SMILE! If you don't understand, ask. Better to take a little longer and do it right the first time than to have to redo it because you didn't ask enough questions or get enough clarification.*

Heather Berkowitz, MA '12

»» *Relationships are so important. The boss who may seem difficult to work with now may end up leaving a lasting impact and become one of your greatest mentors.*

Jessica Feenan, BS '04

»» *Speak the truth respectfully. Listen more than you speak.*

Elizabeth M. Hurley, MBA '82

»» *Never burn a bridge. It's a small world, and you always want people to think the best of you even when jobs come to an end. And always bring your best self to whatever you do. You can't go wrong if you not only do your best, but are your best.*

Doreen Vigue, BSJ '87

»» *If you travel internationally, always make sure there are six months left on your passport at all times!*

James Johnson, BS '97

»» *Relax and have fun. No one is watching you as much as you think—they think you are watching them!*

Linda Hetue, MHA '01

»» *Demonstrate the behavior you want to inspire. It's part of branding yourself as a leader.*

Laura Piscopo, BA '02, MPA '14

»» *Don't be afraid to leave a company. Sometimes there are truly greener pastures. Never stop learning or acquiring new skills even if your job is stable. This allows room for advancement when you are up against a person with similar qualifications.*

Kelly S. Bressette, BSBA '87, MBA '88

»» *One of the biggest obstacles to your future success will likely come from you: your self-doubt, your fear of failure, or your aversion to taking risks. All of these have the potential to steal your dreams—don't let them. Know these feelings will come, but triumph through the three "P"s: preparation, perseverance, and positivity in all you do.*

Darren Donovan, BS '83

- >> *Negotiate as if your opponent's success is as important as yours. Frankly, it is.*  
Robert Bradshaw, EMBA '05
- >> *Don't pigeonhole yourself.*  
Lawrence Falzarano, MBA '72
- >> *Remove most personal data and ridiculous photos from Facebook. Dress for success—it says a lot about who you are.*  
Thomas McCarthy, EMBA '97
- >> *Unless you are extremely lucky or extremely lazy, your first job will not be your career.*  
Bethany McDonald, BS '02
- >> *Dream about who you want to be, and then become that person—even if it takes a lifetime!*  
Sandy Miller, MST '98

# A FIRST IMPRESSION IS A LASTING IMPRESSION.

>> Diane Perella, EMBA '98

# SURROUND YOURSELF WITH PEOPLE WHO ARE DOING WHAT YOU WANT TO DO AND WHERE YOU WANT TO BE.

>> Senofer Mendoza, MAID '10

- >> *Keep following the Golden Rule: Treat others as you would like to be treated.*  
Tim Shanahan, BA '76
- >> *Network, network, network. Never give up and always move forward.*  
Michael Del Greco, BSBA '11
- >> *Don't shy away from contacting someone because you think he or she is "too important." As it turns out, generally: 1) Those who think they are too important to give someone a few minutes of their time are not that important after all. 2) Those who are truly important are almost always willing to provide advice and guidance to others.*  
Paul C. Connors, JD/MBA '10

➤➤ *Don't let your inner self limit where you go. By taking a risk and moving out of your comfort zone, you typically receive even greater rewards.*

John Haley, MBA '02

➤➤ *Life will pass you by much more quickly than you think. As you navigate through life, it will serve you well to keep these two words in mind: regret minimization.*

Mike Donn, MSF '07

➤➤ *Dig a well before you are thirsty.*

Matt Cioffari, BSBA '05, MST '08

➤➤ *Here are some things I have learned and used:*

1. *THINK NEUTRAL: Be happy*
2. *Learn the "Art of Laughter"*
3. *Slow down to get there faster*
4. *Sweetness of the tongue can get a lot done*
5. *Take time for relationships*

Sushil Bhatia, EMBA '79

➤➤ *Understanding your employer's course is reflective of being a visionary of your own future. Since no business is dormant and successfully competitive, nor should your development. Choose to be counted!*

Mark Piazza, BSBA '03

➤➤ *Be honest with yourself about what you need. Unmet needs will pull at your soul, consuming the energy and attention you could spend pursuing opportunities. Get clear on what you really need — whether in terms of financial resources, human connection, personal achievement, or self-care. Validate your needs as being true and essential for you — never wrong or selfish. Then get to work!*

Natalia (Oberyukhtina) Autenrieth, BSBA '03 and MSA '03

➤➤ *Your college gives you knowledge, ways of thinking and growing. More importantly, it gives you contacts and a network of value for the future.*

Gautam Mahajan, MBA '79

» *Pay down your student debt as quickly as possible. You will spend less in the long run if you can pay more toward it now. Stay in touch with your friends from Suffolk. They will be some of the best friends you have throughout your entire life.*

Amy Spencer, MA '04

» *No experience is a bad experience and no degree is a bad degree. Don't wait for Suffolk to speak for you. Take those experiences and speak for yourself.*

Kevin Coughlin, BA '12

» *Students should go back to any job fair/career development opportunities Suffolk hosts, even after they graduate. Staying involved can lead to better opportunities if any plans don't work out.*

Christopher Surdyka, BA '12

