

Business Summit

Joshua Griffeth

Joshua Griffeth, investment banker with Goldman Sachs, started his presentation with this quote from Mr. Burns of the *Simpsons*:

“I'll keep it short and sweet -- Family. Religion. Friendship. These are the three demons you must slay if you wish to succeed in business.”

-Montgomery Burns

He started this out with the comical irony saying that in real life, this is pretty much how the world views success. One of the biggest pointers he made about being successful in your career was a, “well balanced lifestyle.” Specifically he said that, “this is the most challenging part of your career,” and, “you have to, to be successful.” Now working for a financial firm does have its conflicts with balance. The industry works 60 to 80 hours a week, including Sundays and some holidays. He briefly touched on the importance of being a member with callings and other obligations and giving to the Lord first and then to his career. Because of his strong stands on church, he had been given many responsibilities that he otherwise wouldn't have.

He then covered the story of Goldman Sachs, how Mr. Goldman and Mr. Sachs came together to create one of the most successful firms ever on Wall Street. As employees were praising GS on the video, one saying stood out to me about the culture of the company. This employee said, “It's never as good as it seems at the bottom and it is never as good as it seems at the top.” I found that very interesting seeing how it is customary to rise as far as you possibly can. I think this perspective gave a different light to doing what you do best and what you like. Bro. Griffeth works in the credit derivatives division of Goldman Sachs, being promoted to that position just months earlier. He has been there since.

After he explained some current events in financial banking, some of the keys to success and building a solid foundation are briefly stated here. This is his diagram of success:

- **Vision** → Parable of talents case study, didn't matter how much you invest, invest in your vision
 - o Believe in your product and your developed skill sets
 - o Separate yourself with efficiency and hard work, people that are quicker are not as good
- **Establish a Mentor** → it is critical that you have someone senior early in your career. Develop informal mentors
 - o Ultimately, you are responsible for your career
- **Effective Communication** → Become efficient in written and verbal communication.
 - o Principle of Asking, let your managers know that you are willing to do more
 - o Church Callings
- **Leadership and teamwork** → 2 to 5 years you will not be in a leadership position but that still gives you opportunities to be a leader
 - o How do you lead if not in a leadership role?
 - Establish goals – “Can we start by clarifying our roles?” is a good question to ask
 - Think systematically
 - Learn from experience – conduct mini-reviews
 - Engage others
 - Provide feedback – simple feedback
- **Teamwork**
 - o Add value
 - o Integrity/ Character
 - o Building trust and integrity
 - o After work in bars and having values → you can network without compromising your standards