

On the Road Again
“Mama Mama Many Worlds I’ve Come Since I First Left Home”
By Jill Matlow, Wall Street Dead aHead Family Member



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I had the best English teacher my senior year of high school. James Sheehan ‘forced us’ to read Hamlet, Beowulf and The Canterbury Tales—books I wouldn’t come to appreciate until much later in life. Instead, I became a big fan of Cliff Notes.

Ten-page term papers were frequently assigned. I completed those on my manual typewriter, making sure to widen the margins (admit it, you knew that trick too) so that I could quickly reach the required page quota. I always dreaded the proverbial term paper assignment.

“*Too wordy*” seemed to be Mr. Sheehan’s favorite conclusion when grading my term papers. I’m sure he would chuckle if he found out that I decided to become a writer years later. Likely the younger me would too. Who would have thought?

While I am eternally grateful to Mr. Sheehan for his 'constructive criticism' and guidance, perhaps it is not surprising that writing wasn't my original path following school. Armed with a degree in business administration, my first job out of college was working in a big convention hotel. Following that, I spent many years working in healthcare. It was only after I left corporate America and my friend Beth asked me to write for her baby boomer blog, "*Fifty is the New Fifty*", that I took a turn on the road less traveled. I discovered I loved writing and before I knew it, I was writing articles for Wall Street Dead aHead Networking LLC[®] (WSDA).

Thinking back to your high school and college days, did you know what your future career would be or did you pick your college major based on which classes weren't scheduled early in the morning? It always seemed that only a small number of people knew what they wanted to do with the rest of their lives, and the rest of us, well... we're still soul-searching.

Speaking of which, as the WSDA Feature Writer, I've had the opportunity to meet recent college grads, millennials, gen x-ers and fellow baby boomers, each with a different story to tell about their professional soul searching missions. Many have changed careers due to a multitude of reasons (financial, boredom, relocation, etc) or just the desire to reinvent themselves. These days it appears that changing careers is more the norm rather than exception.

When I started my writing career, Deborah Solomon, founder of WSDA, gave me invaluable career advice. She wears many hats in WSDA, one being the requisite 'career GPS' for Family Members. You might say that Deb knows the colors of people's parachutes and helps them pull the cord.

I decided to take a walk in the shoes of some Family Members to hear about their professional journeys and how a change in direction led them to their present careers. Here's what they had to say:

"Originally from Nashville, Tennessee, I moved to New York in 2009 after being recruited to play football for Stony Brook University. Spent a couple of years there and met some amazing people, including one of my best friends Joe Piccininni, who was my roommate and the reason I am a deadhead and in WSDA. I transferred to Pace University and graduated with a bachelors degree in Global Marketing. While at Pace, I was very fortunate to have met the Vice President of Pepsi Bottling Company of New York, who ultimately offered me a job after graduation. I was there for four years, but knew it was definitely not what I wanted to do for the rest of my life. Joe knew this and was a huge help in encouraging me to pursue my real estate license. I now work for Siano and Company out of Bedford Hills in Westchester County. I am still in the very early stages of kick-starting my new career. I obviously left a salary for a commission-based career and a lot of people said I was crazy, but I stuck to my gut and did it, and couldn't be happier. It is definitely not easy, but nothing is. I look forward to my new career and hopefully I can help some of my fellow WSDA Family Members in the process".

[Reza Zoroufie](#), Real Estate Salesperson, Siano and Company

"I've always considered myself to be a 'finance guy'. During my high school and college years, I worked on the floor of the New York Stock Exchange as a Specialist clerk. Upon graduation, my career began in equity trading, and ultimately I got involved with derivatives and structured products. I managed an equity derivatives hedge fund and converted that into a mutual fund before closing the fund in June 2017. I had previously gotten involved with Bitcoin in 2012, and looking for a new challenge, began to learn more about blockchain technology. The timing seemed right, especially with the growing popularity and evolution of the crypto asset market. Getting involved in blockchain technology as my next career move seemed like a good way to apply what I had learned in finance to a new field".

Justin L. Frankel, Chief Executive Officer, Bayside Corporation

"When it comes to talking about changing careers in mid-life, I can say I am truly blessed as I have changed careers twice, all prior to turning forty years old. In 2004, as a licensed physical therapist, I started my very first physical therapy clinic. In 2013, I had successfully sold three physical therapy clinics and personal training centers. I was 33 years old and had achieved all my career dreams in the physical therapy field: worked for a physical therapy clinic, developed a specialty, worked with Olympic and professional athletes, and opened, expanded and sold my own clinics. In the process of selling the clinics, I decided to get out of my comfort zone and try the public sector. I did my own S-1 filing to take a company public that I had co-founded, and simultaneously got involved in the cannabis industry.

I had always been interested in doing public speaking, business consulting, and investor relations. I knew there was a way to tie them all together into one service as well as combine my background in both the medical and cannabis industries. Through the help and encouragement of my mentor and friend Dena, I resigned from my current position and started a new company on my own. That was about 12 months ago and since that time I am proud to say that I have started my own business advisory and investor relations company, partnered up and started two additional companies, got signed by a public speaking agency, and recently co-authored a book which is now published, <https://thecannabisconundrum.com/>. This is just a start as I have several more projects and ventures in the works. I am proud of myself for taking the leap, and as I tell my clients, "Be WILLING to Achieve Greatness".

David Cunic, CEO and Co-Founder, U.C.S. Advisors and IR

"Almost 3 years ago, WSDA distributed an article written by Jill Matlow that was published in "Fifty is the New Fifty". After reading that article I stumbled upon another article entitled "Modeling at any Age" written by a modeling agent/consultant. At that point I had been a litigator for almost 25 years, which, needless to say, was a very harried and angry lifestyle, and I had been toying with the idea of jumping ship. As a child I had attended acting classes and performed in every school play, but when it came time to choose a career, I decided to go to law

school. After all, it was partially the same skill set, but I could write my own script, the jury could be my audience, and nobody could tell me I didn't get the part!

After reading that article, something clicked. I realized it wasn't too late to pursue my dream of becoming a working actor in film and television. Fast forward through intensive training with incredible acting coaches, classes, workshops, headshots, networking... I quickly built my resume by landing gigs (often unpaid) consisting of everything from student films to print work to commercials and indie films. Soon after I signed with an agent and a manager, I have just booked my first network television series role, making me SAG eligible. Nothin' left to do but smile, smile, smile!

While it was humbling to go from the top of one profession to the bottom of another, I've never been happier, because I have found a new passion, and I get to do what I love every single day. As C.S.Lewis once said, "You are never too old to set another goal or to dream a new dream"! Thanks, Jill, for writing that article, and Deb for distributing it. It changed the path of my life!"
[Melanie Little](#), Actress

So many roads I tell you, so many roads I know...

Are you going down the road feeling bad? Are you growing restless in your present career and if so, what steps are you taking? In the words of Robert Hunter: "*Sometimes you find direction around some corner where it's been waiting to meet you*". So what are YOU waiting for?