

“It doesn’t matter what you wear, just as long as you are there...”

By Jill Matlow, Wall Street Dead aHead Family Member



Jason Glasser, RM, Support Specialist, First Republic Bank

Jason’s enthusiasm is “contagious” (Although perhaps that’s a word we don’t want to use these days!). In any event, I had the pleasure of speaking with him via phone as we haven’t met in person yet. He really understands how useful the WSDaH newsletters are, so much so, that he started reading them before he became a Family member! There’s a reason why Deb says the word “work” is in “networking” and Jason seems to exemplify how success can come from a little effort and perseverance.

Please join me as we get to know Jason Glasser.

1). How did you hear about WSDaH?

A colleague of mine who loved John Mayer mentioned the group to me. I believe he read about it in Rolling Stone. He mentioned it after I was telling him how I saw the free Dead & Company concert at MSG only several months prior.

2). When did you start listening to the Grateful Dead?

My introduction to the Grateful Dead didn’t happen until I was in college (only several years ago at this point). I spent my teenage years listening to all classic rock and as I continued to research the influences of various bands I started listening to more bluesy stuff (Clapton inspired in particular). Since then I have explored all genres of music and found a love for everything, and I mean everything! I started listening to the Dead after I became a Phish fan.

3). Were you a fan of Phish before you started listening to the Grateful Dead?

I guess this is now a continuation of the above answer. I started listening to Phish in late high school when an ex-girlfriend of mine was a huge fan. However, I didn’t end up going to my first show until I was in college when I attended the entire 2013 NYE run at MSG on a whim. Best last minute experience I could have ever asked for! At this point I have “only” seen 19 shows so I wouldn’t consider myself a huge fan but their concerts are certainly a ton of fun.

4). When did you sign up to the mailing list?

I signed up for the mailing list right after my colleague mentioned it to me. It must have been 2016. Unfortunately, I never got the chance to really participate in any events and at that point I wasn't trying to network as much as I should have been.

5). What made you start reaching out to people in the newsletter and what has your experience been like?

First and foremost, my biggest passion in life is people. I love meeting and interaction with people from all walks of life. There is nothing more unique than an individual. While many of us can share a lot of similarities we are still each our own person with so many different stories and pieces of advice. I like to hear about as much as I can. It helps me grow as a person!

I work in private banking at First Republic Bank. I am currently supporting a very successful Relationship Manager and my goal is to go down that route as well. I want to get out there and meet everyone I can and grow a book of business and network of great people. Networking is never easy and I am not a fan of reaching out "cold" to anyone. The lightbulb flickered and suddenly I thought WSDaH is the PERFECT platform to try networking. While the introduction is still cold, I immediately have found a connection to the recipient through a shared interest of great music. This has proven to be very successful.

My response rate is at least 50% which is incredible. I have met with various Family Members now and received so much good advice. At the same time I got to add another person to my network and use their experiences in their career to help me on my journey. I am also happy to say one Family Member I connected with had an immediate need I was able to help with. Timing is everything!

6). Why made you decide to register to become a Family Member?

I figured this was a great way to network with people in a field related to mine in some capacity where we also have a shared love and passion of music. Beyond the Grateful Dead I find most dead heads have such a large love for music beyond the Dead. I read every newsletter as it came in via email but it took me a while to actually begin reaching out on my own.

7). What is a fun fact about you that no one knows?

This is always such a hard question because I am a very open person. I tell people everything about me already! Here are two fun facts people do know:

My younger siblings (two years younger than I am) are triplets! Imagine being two years old and your parents bring home three babies! I believe this actually helped shape me into becoming the independent person I became. Sadly, none of them are Grateful Dead.

I LOVE WATCHES! I actually spent several months working at Tourneau on Long Island selling watches when I was in college. Watches have always been a passion of mine and I try to collect but it's an expensive liking. I find a watch can tell you a lot about a person.

8). What is the best piece of advice you can offer Family Members who haven't started networking like you have?

The best piece of advice I have is that it is never too early to start networking! I waited much too long to take advantage of what WSDaH has to offer. Remember, the worst that can come out of sending an email is that you don't get a response. I find everyone who responds is willing to meet. After all, dead heads are mostly very nice people. If they are part of this group they are willing to meet with anyone. That's why Deb created the group!

Want to keep the conversation going with Jason? Click here to contact him: jglasser@firstrepublic.com

If you'd like to share your story with me, please do not hesitate to contact me at scarletfire60@gmail.com. In the meantime...

Keep dancin' 