

## “Hello, I’m Casey Wright, Nice to Meet You”

Independent Study Mentorship

Weekly Report 2: September 25- September 29, 2017

With enthusiasm and pride, I can successfully say that the first six weeks in the ISM program is complete. Despite having to step over nails and climb obstacles to reach this milestone, I can look back with a grin knowing that I have inched closer to my dream. Throughout the past few weeks, an understanding of professionalism, branding, and research concepts have been introduced to me in order to further my development as an aspiring student within the business world. Although these skills are highly notable, one of the most important stepping stones in ISM occurred this week.

This week, Mr. Spiece introduced the scary concept of cold calling to students. The idea was that you would pick up the phone, call a business professional from your research topic, and talk to them about scheduling an interview. These steps seem quite miniscule when typing them out, but in the moment it was one of the scariest things a teenager could encounter: talking to an adult. Many thoughts began to run through my mind as a faint ring tingled in my ear. Would they like me? Will I sound like a little kid? I really hope I don’t have a coughing fit in the middle of the conversation. These questions continued to rumble around during the three different phone calls I had until one doctor agreed to at least hear what I had to say.

What stood out as being the most shocking about speaking to a professional on the phone was that it felt like you weren't actually talking to a professional. The veterinarian’s receptionist I contacted was a cool woman who was just as enthusiastic as I was and dealt with me like I was a serious student, something I did not expect to occur.

Although this first call went quite smoothly, it is notable that I anticipate more challenges to come on top of ones I already have. Future calls might contain agitated professionals with no time for students and some interview times may not be as flexible. However, this phone call reassured the learnt skills from this six weeks as I was able to remember proper speaking techniques and professionalism

Overall, the future contains many possibilities as time goes on and it leads me to think more about confidence and scavenging up even more contacts as it is noted that many, many people will say no.