

Alumnus Scott Nelson '06 gives Northeast Catholic students his best practices for the workplace

Warner, NH: On Monday, April 13th alumnus Scott Nelson '06 visited [Northeast Catholic College](#) to give a talk to NCC students as part of the [Career Pathways Program](#). Nelson took time from his job in the marketing department at [Direct Capital](#) in Portsmouth, New Hampshire to speak to NCC students about the insights he has about the workplace since his graduation.



Nelson told students he had begun his preparation for this talk by writing pages of thoughts he has had since graduating and entering the workforce, first at several small non-profit institutions and then in the corporate world. After reviewing and refining these insights, Nelson narrowed his initial reflections down to seven primary insights:

1. **You can't manage what you can't measure.**

Nelson discussed the importance in both the corporate and non-profit realms to have quantifiable targets that can be used to evaluate a person or a department's successes or areas for improvement.

2. **Surround yourself with excellent people – and make them your friends.**

Acknowledging the importance of mentorship in any industry, Nelson highlighted those who had helped him better understand his profession and further his career.

3. **Focus on what is essential and cut out the distractions.**

Nelson told the NCC students that recently he had begun to wake up at 5:30am every morning—while the rest of his household was still asleep—to take the time to read articles and books, offer a morning prayer or attend daily Mass to keep himself centered throughout the rest of the day. Nelson suggested that each student take the time to not only eliminate distractions, but also to incorporate spiritually centering acts into their daily routines.



4. **The currency of trust has never been more valuable.**

In 2009, the financial crisis brought to light many underhanded practices. Nelson told NCC students that consumers now demand trust from companies. Nelson went on to say that while it may be tempting to cut corners in the workforce, every employer values an employee that they can trust.

5. Confidence born from preparation will give you the winning advantage.

Nelson discussed the 2015 Master's Golf Tournament champion, Jordan Spieth, who at age 21 won the most competitive golf competition in the world, and who attributed his success to his profound preparedness for every obstacle on the green.

6. Find something that you love and do it outside of work. (It might get you your next job.)

Nelson explained to NCC student how his extracurricular interests provided him a rapport building opportunity with his interviewer at Direct Capital and how this rapport (along with preparation) helped to secure his position.

7. The workplace more than ever needs witnesses to Truth, goodness, and beauty

Nelson told NCC students that the workplace, now more than ever, needs witnesses to Truth, goodness, and beauty. In any workplace there will be interactions with people of different religious, cultural, and socio-economic backgrounds but a liberal arts education provides the foundation to be able to interact and handle situations with a wide variety of people.

Nelson lives in New Hampshire with his wife, Jolene '05, and their two children. Please click [here](#) to read more about Northeast Catholic College's [Career Pathways Program](#) and its initiatives. To find out more about the [alumni network](#) at Northeast Catholic please click [here](#).