

EPISODE 754

[INTRODUCTION]

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FT: Back by popular demand, it's my dad on So Money today. Welcome to the show everyone. I'm your host, Farnoosh Torabi. Adam is back and he's got a lot of details for us surrounding his career comeback. You may have heard, I've talked about it on this show in recent months that about a year and a half ago, my dad got laid off from a technology company where he had been working for over 5 years. In fact, he and my mom moved to the West Coast from the East Coast to secure my dad's career. There were many more job opportunities in his technology field out west and so they uprooted at the time I was in college, but they took my brother who was very young at the time, moved out there for more prospects.

Then fast-forward to about a year and a half ago, he got laid off. My dad is a highly skilled Director of Engineering. He led a worldwide team of scientists at his last company, but even he knew that his day would come. That he'd been very fortunate keeping his career for so long that there were so much consolidation happening in the industry, that this fateful day of losing his job was bound to happen because of so many acquisitions, because of so many mergers, so much overlap in his industry. And he knew that regaining his job title after this layoff and his status and his pay would be very difficult.

So how he spent the next year of his life, what he did, the activities he performed, the way that he reframed his resume, his LinkedIn, all led to a new place in his career. He had to pivot slightly. He's going to talk about all of that and how doing so helped basically unleash so many more opportunities for him, so much interest in him. He was fielding interviews left and right. He's now gainfully reemployed. But how did he do it? Many of you have asked for this story, this specific story. So I'm giving it to you.

So here we go. Here is Adam Torabi.

[INTERVIEW]

[0:02:48.5]

FT: Dad, welcome back to the podcast.

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AT: Thank you. Thank you, Farnoosh. It's my pleasure to be here.

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FT: You're so formal. You can be nor – you can just say – But everyone, this is my dad. He's very, very kind and really polite, like the most polite person I know even when you're talking to the closest of relatives. You're just always extremely gracious. I wanted to bring you back on the show. Everybody, my mom and dad were actually on this podcast, episode 415. So I guess that was like – oh my gosh! 300 episodes ago?

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AT: I know.

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FT: Can you believe it?

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AT: Almost half. Yeah.

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FT: We're at like 6.5 million downloads, and people tell me, dad, that I've interviewed everyone from Tony Robbins to – gosh! Arianna Huffington, Barbara Corcoran, Jim Cramer. Do you

remember Jim Cramer? My boss.

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AT: Sure. Yes.

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FT: A lot of fascinating people, and lo and behold, when I asked people what is your favorite episode? Surprisingly, and maybe not surprisingly, they say the episode with your parents.

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AT: Oh really? That's really amazing.

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FT: Yeah. Isn't that – I mean, I guess I just take it for granted because you're my parents, but I think for listeners, I offer like tidbits of my life here and there, but I think to be able to spend it, at that be a 35, 40 minutes with parents, that's really insightful and definitely people appreciated your story about immigrating and fast-forward, here we are, have you back on the show.

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AT: Thank you very much. I appreciate it. It's a pleasure to be here again.

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FT: It's special, because time I wanted you to come on and talk to us about your journey in the last year and a half, especially just taking us from when you got laid off to when you found your new job, and I was telling people on the show about a month ago just as part of my introductions to one of my podcasts, just about how you really, I think, engineered - you reverse engineered your job search.

So it's no secret that you're kind of in the later stage of your career, and getting laid off is, for some people, at that point they might be thinking, "Maybe I should just retire early." I think what's remarkable about your story is that you took a very realistic approach, but that didn't mean retiring. It meant taking some time to figure out what you wanted to do next.

So take us back to the moment when they told you that you got laid off. Where were you and what was your first thought?

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AT: This was back in April 2016. As you mentioned, about a year and a half ago. Of course, when I was at work I knew there were some reorg and some changes in the organization and there were some merger happening. So it was kind of like I sort of expect that and I was worried that this could happen. So it was not totally a surprise, but I guess the moment happened and even before that, I always had this idea that I work in this job for many years and for me to start a new career, I have to do some change, in my career.

I always wanted to work for a company or a group that works in a data science, machine learning. I should apologize –

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FT: So let's tell everybody first – I apologize. I didn't tell anybody what you do for a living. Let's kind of give them the gist of what you do. I always say my dad is one of the smartest people I know. You have a Ph.D. in physics.

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AT: Right. I did my graduate work in physics and I worked for many years at the storage hard disk drive. I was doing a lot of modeling, recording, some design, hardware design. During my career I was involved to learn a lot about machine learning and sort of analysis, but it was not really – my title was not really machine learning or data scientist.

So it always my passion that I wanted to really, at some point, get back and learn more about this and also work in a company that involves in the machine learning. So I see, I look, for example, I go on LinkedIn, I see a lot of opportunities, a lot of startups, companies are looking for data scientists. But, again, my background was not – I mean, if you look at my resume, I was not really a data scientist.

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FT: But to your credit, data science is kind of a new and emerging industry. Like not a lot of people have decades of experiences or have had titles like this. Like it's kind of a newer industry, right?

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AT: Yeah, I think data scientist has been around. I think it will endure. But I think one of the decision now maybe the last four or five years has been that because of the computers are getting cheaper speed and the memory and they can actually process large amounts of what's called as data.

That's one of the thing that it was not possible to do, like four or five years ago. But now, to the data science, you can analyze huge amounts of data. In the past the problem was how do you – for example, we get a terabyte of data every second. Where do you store it? I mean, you can't really store it on your local machine.

So nowadays, the cloud system where you can store your data remotely and computers are cheap. So what people do, they buy a lot of computers and they network it together and so they can – then using some software, which is actually originally was developed by Yahoo, which is called Hadoop, Hadoop Software, so they have this software and then they have a hardware, they put it together and they can really analyze and do a lot of sensory data which they couldn't really do before.

So it's really exciting sense that the last couple of years, this is a new era for people who have

some background in data science, but now they need to learn about how they actually process large amounts of data. That was really the thing I had to learn and I have to get myself updated with some of these new technologies and be able to transition into a new opportunity.

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FT: So now, we're at the point in your journey - by the way, it took you about a year to find a job. So I want to kind of walk us through that, because what you did was very methodical. First, what I'm hearing is that you anticipated the layoff coming. So were emotionally more or less ready for it. How about financially? Did you have runway for a year?

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AT: I think I was okay. Plus the severance package, and it was not too bad.

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FT: Why not just retire?

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AT: Well, even let's say I try to retire tomorrow, the biggest question is what do you want to do? What it is that you like to do?

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FT: What do you like to do?

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AT: For me, I really enjoy what I know. I like to continue doing that. I also enjoy helping others to learn. That's what really makes me happy. So I figure that I should definitely continue doing that even if I don't even do it for money. I always enjoy helping others and try to transfer my

knowledge to others and also help other companies to use my expertise that I have gathered for many years.

I think even officially if you retire, you need to have a plan. You need to have some sort of sense of direction. What it is about your life that you like to do? A lot of people don't actually think about that until the last moment. But for me, I was very clear that I can secure a job that relates to the data science and machine learning. I would be very happy and because this sort of what I like to do.

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FT: Smartly, it's kind of where the industry was going.

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AT: Right, yeah.

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FT: Realistically, could you have even found another job that was similar to the role that you were in? Those jobs were no longer in existence. Were they becoming extinct?

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AT: Yeah. I think those jobs almost didn't exist and I think because I was in the industry that we were only two companies that were really left in that kind of an industry, old companies are struggling and they were not hiring. So it was almost impossible to really secure a job or go somewhere else that's very compatible with what I was doing.

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FT: Well, did your colleagues end up doing, the ones that also got laid off, did they pivot or are they still looking for work? What typically happened?

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AT: You mean for people who –

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FT: Who were kind of in your shoes. Manager level within those companies that had consolidated and maybe their jobs were –

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AT: Eliminated, yeah.

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FT: Eliminated.

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AT: It all depends. Sometimes there are managers who are just not really technical or maybe just they had a MBA or some – the experience they had was probably transferable to other companies. But for me, since I was always technical and I had a special field, very expertise in storage, it was sort of hard to really find exactly what I was doing.

For example, if someone was an electrical engineer, or mechanical engineer, or test engineer, or a software engineer, they have no trouble going to another company and work. I was very kind of like a – it was like I was a specialized person and my expertise was very applicable to that industry, decided that I really want to go to a change and I had a plan to essentially achieve that.

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FT: Okay. So let's talk about the plan. You signed up for a number of online courses.

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AT: Yup, that's correct.

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FT: What made you know which courses to take? Were you basically looking at job listings and then figuring out what you needed to learn to qualify for those job listings?

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AT: Well, I had some friends that are working in data science before and also googling and finding out about job description and what their requirements are. So you get to know, and there many sites that they actually deal with - they try to help you to get into data science. So I was able to access those websites and register and start taking courses.

I actually, during the period of a year and a half, I took 35 courses.

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FT: 35. That sounds a little obsessive to me. I don't know.

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AT: Yeah, it is. So I was –

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FT: But this is kind of like – your a Ph.D. in physics, not many people get to that level. You don't mind the challenge and the tests and the studying.

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AT: Yeah, I actually was almost like a student, full time student, every day. I get up in the morning. I start listening to the video, I do home works and I'll go next day.

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FT: How did you stay motivated?

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AT: I was really enjoying the subjects and it would really connect with me. The more I learned, the more I get excited and I want to learn more. In fact, pretty much got A in all classes to the point that they invited me to become a mentor. It was really helpful, because when you go for an interview or you want to update your resume with what you have been in since your last job, you need to really tell a good story about what you have been doing.

When I became a mentor at the Stanford online machine learning course, it was kind of an honor, because not many people achieve that level because I had to take a training and I also have to take a training about becoming a mentor. I passed all of that and I officially became a mentor. So students were actually posing questions and I have to answer them. It was really a good story to tell and I was just putting that in my resume.

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FT: That's great.

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AT: And I think that's one of the thing that when you want to get a new career and you transition to a new field, you have to have a good story and you have to come up with some good profile of yourself to be able to convince people that you really are passionate about this field. This is proof of it.

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FT: So tell us about some of the places where you took courses. You mentioned Stanford online, and how much do these courses cost?

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AT: The courses are actually not too bad. I think typically, you take like a five weeks, a six weeks course. Maybe you on \$500. I remember when I signed up first my course with \$500 online, and later on they changed some of the policy that you could just pay – every course, pay \$45 or \$40 a week.

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FT: Like a subscription.

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AT: Yeah. Then if you want to discontinue, you don't have to pay. So I think now it's getting better. It depends on what the online courses are. Usually they're not really that expensive. But the thing is besides online courses, there are tremendous amount of information, of free information about the machine learning data science that's available on YouTube. There are many universities, for example, MIT has lectures.

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FT: At what point did you start to really put yourself out there and start applying for jobs? When did you feel confident? I understand that you hired some LinkedIn experts to help to revise your LinkedIn. So I want to also understand that process.

But let's a little bit about at what point did you start to feel like you were ready to become a candidate for these kinds of jobs?

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AT: One of the thing that really helped me the most was to prepare a resume that is focusing on the data science aspect of my career, because, people, when they look at a resume, they're not interested to know about your last many years of experience in a storage, but they want to know what did you do in data science that was relevant to what you're actually looking for.

I made a resume and I tried to give an example of the projects or analysis I did during my career that was related to the data science, and that was really helpful. The other thing is that I made a one page resume only. I didn't try to make it very complicated. So very much to the point and very much to the keywords that I used was very relevant to the type of job that I was applying.

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FT: That must have been hard, right? Because this is like 40 years of work experience condensed to a page. How did you ultimately decide what stayed and what you had to omit.

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AT: You don't have to omit a thing. It's just usually when you try to look at your experience, you would say, "Okay. From year 2010 to 2015, you worked in this company as an engineer or a data scientist," whatever.

Then in terms of the description and the bullets, in terms of saying what you did, I was trying to focus on the kind of analysis and responsibilities that was related to data science. I essentially ignored anything else that I did, because, obviously, when you apply for data science, they don't really – not that really interested to know what you've done. But they want to know what you know about data science.

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FT: That's smart.

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AT: And I think I try to make that very clear in my resume.

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FT: That's awesome. So then LinkedIn, that's really where most job queries stem from. So that was smart that you invested in that. So tell us about how you found someone. What are the cost and what did they ultimately do to make your page more searchable?

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AT: I think that LinkedIn was very helpful. They have a service called Premium Service, which they allow you to search for jobs and also they help you maybe get some information about how you actually prepare the resume, how to - using keywords.

And anytime they find any jobs that matches your credentials, they try to tell you what that is and they tell you actually where are you standing relative to that job. Are you at a top 10%, top 25%? Stuff like that. So very helpful, and they try to actually create a list of all the keywords that is in your resume and it's in the job description to make sure what are the matches.

So I find that to be very helpful when I was doing the search initially. They also offered – I think, LinkedIn, they still do. They also offer free courses called lynda.com, I think, L-Y-N-D-A.com, and you can actually take a lot of data science course, machine learning, computer science, software and all that for free and it was really helpful.

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FT: Did you have an interview that totally bombed that just didn't go well? Take us behind the scenes.

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AT: I think what happened was there were a lot of jobs that I got. I got called in either through email or they call me on my cellphone and they want to talk to me, especially at the beginning of my transition, because I had a very long resume and I didn't really make it short. I think one of those companies that called me was Apple, actually. They wanted to talk to me.

So I went through the screening process and they said, "Oh, yeah. You're a good candidate." Then what happened was next week when I supposed to talk to the manager, the HR called me and they said, "Oh, the manager has looked at your resume and I think you are a little bit too senior for that job."

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FT: What did you think that really meant?

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AT: I think that maybe because I was putting three pages of resume with all of my experience, publications. So then I learned that if you really want to get a job, I really have to look at the job description and make sure they just focus on the things that they want and then don't really say much about other things. That's really what hurt me in that point. But that was that kind of experience.

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FT: But they taught you a lesson, basically, and that was when you started to cut things down.

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AT: Taught me a lesson and I tried to – since, I made my resume shorter and one page. I think I got a lot of phone calls, a lot of people talked to me. Again, I think data science in general, I think a lot of companies that are hiring are mostly, nowadays, are startup companies. Those are very young and they look for mostly not a lot of people who had a lot of experience, like college

graduates with three years experience.

So that's where most of the hiring were at that time. Once in a while you find companies that they're looking for senior people, very experienced people. So it took a while to really –

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FT: Were you getting nervous or was part of you wondering if this was all going to really payoff? Because part of it obviously is a process. You had to be patient. You had to get through the courses. You had to update your resume, and that takes substantial time. It's not going to be three months. It could take a year, but your search took a little bit longer than a year.

So was there any point where you were to starting to doubt yourself and the prospects?

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AT: Well, in the back of your mind, definitely, you become a little bit negative. But I always thought that since I really have the passion about this and if I go over an interview and then people see me, talking to me, I think I would definitely get the job. I have that kind of feeling that –

[0:22:41.8]

FT: But so much of it is just convincing people before you get – like 90% of it is just getting all your online and resume profiles as best as possible, because, certainly, if they've called you in at this point, they're serious. They really want to now meet you and hopefully you have a great chance of getting the job.

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AT: 25% of people find a job through online. That's sort of what the statistics is. The 75% of people find jobs through connections.

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FT: Yeah.

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AT: What I mean by connections is that jobs that are actually not advertised currently. So they go and talk to their friends or their former boss and they say, "Oh, yeah. I have an opening and I'm trying to put that in the system, but it's not there."

So they bring the person for an interview and then they find out he's a good candidate and then they talk to the HR and all that and they put in a rec. So that's what I learned from LinkedIn. They told us that, "You need to work on trying to establish good connection with the company that you like to work for."

So don't just send resume. Try to spend some time networking. So that was another thing that I tried.

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FT: So how did you do that? How would you do that?

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AT: I usually try to find on LinkedIn, for instance, some people who work with that particular with a good interest and I'd send them an email and sometimes they find out if there's any overlap, if they know any of my friends.

For example, at my previous job, I know there were some engineers that there were data scientists, so I started talking to them first. Through them, they asked me to contact certain people. Anyways, it's kind of a difficult process, but I think you just have to do it and don't have to give up.

A lot of companies, actually, what they like to see is that they like their employees to refer friends for a job. So that was another thing that it was very helpful for me that I send my resume to one of my friends and he forwarded my resume through their online system as supposed for me to apply.

So what that really says, that that person knows me and always kind of like my connection either personally or maybe previous job. So that's another avenue that I found that was very helpful.

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FT: You worked all angles. You got the course work done. You got the LinkedIn page updated. You got your resume to one page. You started to network. You became a mentor at Stanford Online Education. You had some okay interviews that didn't go anywhere, but you learned a lot and you applied that to the next interview. Apple rejected you, but then you took that as a learning lesson to chop down your resume.

Someone might just hear your story and go, "Oh! His friend put his resume in at this company and he got the job." But you had to do all of that other work in order to even arrive at that situation where your friend could recommend you.

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AT: Yeah, exactly.

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FT: And even then, you still had to earn the job. It wasn't like it was a guarantee.

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AT: No, definitely not. And I think most companies, especially bigger companies, they have very lengthy interview process. Some companies that even do three, four interviews before even

they give you a live interview. So it's a very lengthy process and very competitive, a lot of competition.

[0:26:18.2]

FT: You obviously know yourself pretty well and you knew, for example – I mean, I'm hearing you say things like, "I was confident that if I just got into the interview, I could convince them to hire me." So you had a lot of confidence and you're an engineer, you're a science-minded person. So you used strategy.

But was there something about yourself that you learned for the first time because of this experience, which really I feel like it has a lot of emotional ups and down. You are on the other side of this now, so you can talk about it confidently. But I think if I had interviewed you six months in in the midst of all these, it might have been a different mood.

So I'm just curious, what would you say is the biggest kind of thing that you discovered about yourself that you could be proud of too? It doesn't have to be a negative thing. But what did you learn about yourself?

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AT: Well, I think the thing I learned through this process, at least for transitioning to a new job, was that you have to make sure that you get yourself a good profile while you are not working. It's very important. A lot of people who actually lose their job and they go for four months vacation, "Let's not update my resume," six months later.

Then what happens is they get a phone call and people ask them, "What have you been doing?" They don't have really a good story to tell. Why did you leave the company? What did you do? Because if you have good stories to tell, then, essentially, that really tells them that you really had a plan, you really executed. I think it gives them an impression that you're a good candidate to work with the company.

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FT: Did that come up actually in the interviews? Did you feel like that directly came up? Yeah.

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AT: Yes. It was surprising, it was one of the first question that everyone would ask.

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FT: Yeah.

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AT: What you have been doing since your last job? And I know a lot of my friends they got job that disappeared at the same with me. As if today, they haven't really done anything about it. They're just sending their resume here and there, but they're not educating themselves, they're not updating, they're not networking a lot.

I think that the longer this process takes, it becomes even more difficult, because it's kind of like you've been out for two years and you haven't done anything.

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FT: It sounds obvious to us hearing this. Obviously, you don't want to let them think that you've just been watching TV all day or just been like sitting at your computer. You say that this was something that it was sort of a discovery for you. So was it early on in the process that you realized, "I need a story." Did you have a bad interview and realized, "I need a story."

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AT: Surprisingly, or maybe I was lucky enough the moment I got my job disappeared, I actually had a plan in April to start taking a course, that I wanted to do this. So I started doing that and through the process I also learned more.

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FT: But let me give some listeners some context. For me, growing up in our household, your industry in particular was constantly consolidating. There were tons of M&As, mergers and acquisitions. There was always this potential for a layoff.

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AT: That's correct.

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FT: So maybe part of you was always ready for this, because that's just kind of how you've been conditioned to think, that your job is not guaranteed. You've watched colleagues lose their jobs. You've gone to work not knowing if you'd have one eight hours later.

So do you think that that's been the silver lining to working in an industry that's so uncertain, that you've arrived now, even though it was later on in your career at a very senior level, getting laid off and feeling relatively not as freaked out, right?

Because you always kind of knew this was potentially going to happen. So maybe a part of you was always prepared for it.

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AT: Yeah. I think I was definitely prepared for it. At the same time, I wanted to use this opportunity to educate myself and learn more about the thing I had more passion about. Of course, it was difficult to do and it requires a lot of hard work on my side. I had to work every day and don't give up. At the end, I learned all the things I need to learn. I think my advice to people who are in the same situation is the moment you depart from your past job, you need to have a plan and make sure you create – profile yourself, so when you call for an interview or people talk to you about a new job, you can really have a high confident, tell them what you're

doing and this shows your interest and your passion.

You have to very patient and you have to be very positive about this whole process. But I'm sure things will work out. Especially now, I think, as you know, unemployment is going down. Actually, there is a shortage of, even as we speak, data scientists. A lot of companies that are looking for data scientists right now that they have hard time finding. So it's still a good feel for a lot of people who are really interested to – if they have passion about it, they like to do that, I think there's a good opportunity, good career for the future.

[0:32:07.8]

FT: Specifically, for people who are more – I guess, more senior in their careers, who are on their, say, 50s plus and they encounter a layoff. Is there a specific advice for these people in this particular stage of their careers? Should they get comfortable with an accepting of a pay cut or a role that is not a senior? Should they look really closely at potentially pivoting into something different? Is there any different advice that you would give for your contemporaries?

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AT: I think when you have 20 years plus experience and you're looking for an opportunity, a lot of companies don't want to hire senior people because they have to pay them more money. Again, a lot of other companies, they don't have a lot of senior position, mostly junior positions. So you have to understand that and you have to get yourself ready for downsizing in terms of salary and opportunities, and the way to do that is you just have to reflect that into your resume and you have to essentially make your resume represent that you don't have so many experience. Even if you have experience, make sure you mention the experience that's relevant to what you're trying to apply.

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FT: Okay.

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AT: That, for me, it was something that I learned right away from my Apple job. When I applied, I shrink my resume and I make it very, very to the point. Then after that, a lot of companies called me up. They asked me for an interview and all that. So a lot of times you get overqualified for what the kind of job that's available.

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FT: Right.

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AT: So you have to be aware of that and you have to make sure that you're the kind of person that you're willing to help. You don't really care much about having the same salary and the same position you had before.

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FT: So throw your ego out the window.

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AT: Yeah.

[0:34:08.8]

FT: You were lucky and fortunate that you managed to get as far as your salary and your package, like a comparable income to what you were making, give or take. But in your mind – So just going by what you said. If you had arrived at a job, a great job, but it was a smaller salary, how are you and mom going to downsize your life? What was the plan B? What would have been the first thing to sort of go lifestyle-wise?

[0:34:39.2]

AT: Yeah. I think you need to cut in some of the major expenses, having the house mortgage and taxes and all that. That's the biggest portion of your monthly expenses. So you need to think about if you find a job that is not paying a lot, you definitely need to think about maybe renting a place as supposed to owning a place. Sell your property. Get your equity and you just live for a small place, that you have to pay less rent.

Hopefully you work and, who knows, maybe you can later on get a better job, more salary and then you can transition to that. A lot of people have to go through that process. Obviously, you cannot just expect your lifestyle to be exactly the same. Maybe at the beginning it would be the same, but after two years, three years, you ran out of your cash and your savings. Right at the beginning, you have to have a plan.

You have to mentally get yourself ready for that case that I won't a job, or find a job that's not paying well. You need to come up with some compromises. You can cut down your expenses quite a bit just by living in a smaller place.

[0:35:51.8]

FT: Yes.

[0:35:52.1]

AT: You don't really need to have four bedrooms.

[0:35:55.0]

FT: A pool, a yard and all of that overhead.

[0:35:59.0]

AT: So you mentally have to be ready for that, otherwise it's not going to work out and it's going to be a very, very tough situation to deal with.

[0:36:06.6]

FT: So what's next?

[0:36:08.7]

AT: Well, I like to continue working, and I think as long as I'm mentally – how do you say? Active. And I can think and have good memory, I don't mind working and being in an environment that it's challenging. I also try to help others to learn and be a good mentor for them.

As you said, I'm probably lucky that I'm right now doing that.

[0:36:36.4]

FT: Lucky, but you create your own luck. You do. You create your own luck. You have to work really hard to get really lucky.

[0:36:45.1]

AT: No, I agree with you. You have to know what you want, look for it.

[0:36:49.2]

FT: That's what I learned from you.

[0:36:51.0]

AT: Then that's what's going to happen. You will find it.

[0:36:55.2]

FT: Yeah. I remember we had a conversation back when I was like 23, 24. I was working at Money Magazine and I remember telling you the story about sitting in the newsroom. I loved my job, but I also wanted to get on television and just do more.

One day, they came into the newsroom, the publicity team at Money Magazine and they said, “Guys, we need someone to go on CNN at 1:00 and talk about the cover issue. Anybody want to go? Who’s going to go?”

[0:37:29.2]

AT: You.

[0:37:29.5]

FT: And nobody wanted to go, and I said, “Well, I’m going to raise my hand. They’re probably not going to accept me, because I’m like literally the intern.” But they took me. They said, “Well, you’re the only one who wants to go. So here’s the address. Here’s cab money. Put on some lipstick and you’re live at 1:05 in the afternoon.”

So that, for me, was – some might consider luck, but it was knowing what I wanted, taking a risk, putting myself out there and then that was you who kind of like analyzed that for me. I was like, “Dad! Can you believe it? I got on CNN.”

You’re like, “But you know what you want, and once you know what you want, it’s a lot easier to identify the luck in opportunities,” or just opportunities.

[0:38:16.3]

AT: Yeah, exactly. It’s like when you look at a magazine or a paper, if you don’t know what you want –

[0:38:24.8]

FT: You don't know where to start reading.

[0:38:25.3]

AT: You just turn the pages and you don't see anything that interests you. But if you want what you want, you'd be surprised, "Oh! It's there, right there." Luck by definition is for people who actually are aware of their situation and they also pay attention and they know what they want. So it happens.

So, for me, I know what I have to do to change my career to a thing. I went through the process and it's not really luck. It's just my effort paid out and it finally worked out.

[0:38:56.5]

FT: We're so happy it did, and I know that this episode is going to inspire so many people who've been asking for you to come on. So I'm giving the people what they want. I'm giving them more Adam Torabi.

Dad, thank you so much.

[0:39:09.1]

AT: Oh, you're welcome. Thank you so much, Farnoosh, for the interview. I really enjoyed it. If your audience have questions or need more information or advice or whatever, I'm always happy to help them out.

[0:39:22.3]

FT: Oh, that's nice. Well, yeah. If you want to reach my dad, reach me and we'll make it happen and you know how to do that. Just go to somoneypodcast.com and you can click on "Ask Farnoosh", you can follow me on Instagram. Dad's on LinkedIn, so you can always reach him out there as well.

Thanks, dad. Have a good night.

[0:39:38.6]

AT: Thank you very much, Farnoosh. Take care. Bye-bye.

[END]