

Episode 63 - Jay Towns

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SPEAKERS

Jay Towns, Moira McCullough



Moira McCullough 00:00

Welcome to the College Scoops podcast. I'm your host Moira McCullough and today we are talking with Jay Towns about life as a student entrepreneur at Northwestern



Jay Towns 00:09

After I came to Northwestern and took my first entrepreneurship class, on principles of entrepreneurship to 25, with Heather Irani, who I'm still in close contact with, I came back the next year and had tripled my revenue and profit based on an intro entrepreneurship class.



Moira McCullough 00:32

This is the College Scoops podcast and I'm your host, Moira McCullough, we focus on everything college related from the admissions process to where to eat, stay and explore on and round campuses. Our guests include founders, educators, authors and experts in the college space. Join us as these experts share their knowledge, experiences and lessons learned to help you have stress free, informative and tasty college journeys. Whether it's your first or last child going to college, or you're just interested in going to a college town for a game or meal, we've got you covered. If you haven't already, please subscribe to the College Scoops podcast to get the inside scoop, send everything college related, and

leave us a review. Thanks to all of our sponsors partners in the entire College Scoops Ambassador team for helping us bring valuable content to our community. If you would like to support College Scoops as a sponsor, please head over to patreon@patreon.com/collegescoops and sign up as a sustaining listener, insider or Deluxe sponsor. We have exclusive benefits for our members free ebooks and even a College Scoops care package. Jay Towns is a junior at Northwestern University studying musical theater, music technology and entrepreneurship, as well as a full time student Jay is also performer, photographer, creative director and video blogger. He's constantly finding new ways to blend his interest in entertainment to create value for others. recent projects of his include partnering with dolphin show for a headshot fundraiser and composing the score for a film titled it's not you. It's me. Welcome to the College Scoops podcast. Jay, thank you so much for joining us today.



Jay Towns 02:11

Thanks for having me.



Moira McCullough 02:12

We love talking with student entrepreneurs. And that's how you and I connected on you. I think you had just released a score for a film that you worked on.



Jay Towns 02:24

That's correct. Yeah, that was man. It seems like such a long time ago already. Honestly.



Moira McCullough 02:30

You're a busy person. You're a photographer, entrepreneur, you're an influencer. So you have a lot to talk to us about and share your insights with students. I appreciate it.



Jay Towns 02:38

Yeah, for sure. Again, thanks so much for having me. My name is Jay Towns. I am now a junior a third year at Northwestern University. I'm in the School of Communication with a major in theater, a minor in music technology and another minor in entrepreneurship. I'm also studying specifically in the music theater certificate and the acting for screen module. So like, those are my academic kind of concentrations. And then in my free time, I like to do acting, YouTube, music, and photography. Those are kind of the things that I like to do

when I kind of have some extra time. And so I really enjoy, you know, working on music or or taking pictures of my friends and kind of blending those creative outlets as as much as I can.

M

Moira McCullough 03:30

Well, I'm exhausted because I don't know what your free time is like if you're doing you're in an environment to at Northwestern as well. It's just such a creative environment to be in. So first off, how did you choose Northwestern?

J

Jay Towns 03:43

This is a pretty funny story. I like to think the reason I actually ended up at Northwestern, which is by the way, where I think I belong, I think Northwestern is probably the best school for me give been now what I know about what my interests are, and I think about other places that I would have, maybe not have been able to explore everything as much as I wanted to, like I've been able to hear but the reason I'm at Northwestern, because when I was applying, I actually didn't mind I didn't know about Northwestern, but I'm from Schaumburg, Illinois, which is like an hour west of Chicago. And so my parents knew about Northwestern and the other schools in Chicago, and they're like, Northwestern is a really good school, you should just apply and, and so I did, because we were able to, which is a privilege, you know, to be able to get that application in there. But the one thing that I didn't know, was the difference between early decision and early action. So I got into Northwestern Ed, and didn't know that it was binding. So I was still applying to like other schools after and then I got an email from Michigan. Once they received like my theater self tape or something and they were like, why are you open? Lying, like, we know that you got into Northwestern, I was like, Yeah, but I, I want, you know, to know my options, and they're like, you're going to Northwestern, stop applying. And I was like, Oh, got it. So um, that's actually how I ended up here.

M

Moira McCullough 05:15

He didn't realize that, hey, listen, he got in early decision. It's a huge accomplishment. So kudos to you. And the fact that it ended up working out. Have you ever been to campus before you applied?

J

Jay Towns 05:25

Yeah, definitely. I had visited. And I really, really loved the campus, I could not believe that

it was right on the coast. And that there were all of these amenities i'd saw I seen the gyms and the dining halls and of the dorms and stuff from the outside. And I was like, This place looks so nice. I visited my junior year of high school, I believe. And so I had a tour guide who showed me around and answered my questions, of which I didn't really have that many at the time, because I was still wrapping my head around the fact that I was going to be going to college at that time. But um, yeah, I visited my junior year, and I liked it.

M

Moira McCullough 06:01

And did you know anyone at the college campus who had been there who you could talk to and ask questions about?

J

Jay Towns 06:07

No, I didn't know anybody. I think the last person from my high school that that went to Northwestern. He's like a teacher at my high school. Now. There's been a pretty large distance. Right? So now you're in and now we know how you got in and you're there and you're excited. But then picking Okay, I'm a committed once you arrived at Northwestern. Looking back on it? Do you have any recommendations to students who are going and how to get involved and how to acclimate yourself? If a lot of students, it's the first time away from home? They may not know anyone on campus, like yourself who didn't know anyone? What are some tips and advice that you would have for students? Yeah, first and foremost, honestly, in hindsight, I wish I had just gotten a lot more sleep. And that's something that might surprise you. But I realized that sleep deprivation at the very beginning of my freshman year, because obviously now you're not at home, you don't have a curfew. And so it's like you want to go out and do all these things. And I'm not being like, you know, go to sleep at 9pm. But I think I realized in hindsight that my ability to acclimate to all the new things that were happening were, I think, severely stunted by the fact that I was just tired for like, a month, because I was just doing too much meeting too many people, I didn't know where any of the buildings were. And it was not really it was not healthy. I think, for my for my body. Honestly, I think that's something that people forget about all the time. And it's easy to forget about, because it's so much new stuff. But really take care of yourself, make sure you're eating three times a day at least. And getting rest. And that will set you up for success down the road. And then I will say I'm like, I didn't know anybody. So what I did, and what I would highly encourage people to do, wherever they are at school, I'm sure most schools have something like this. And that was the club fair, that I went to Northwestern club fair, was outside of the North building, which is this recreational building that many students go to just to hang out, get like Starbucks, whatever. They had two days of the club fair, and I went to one, not because anybody really told me to only because I heard about it. And I realize I would not have known

about most of the things that I do now, if it weren't for the club fair. So I can only imagine what it would have been like to integrate into those different communities if I had not, if I had not gone to the club fairs signed up for email lists. And then that way I was learning about things that I was interested in. So if there's any kind of club fair or organization fair at your school, as soon as you get there, I think that is something that you're really going to want to target or find so that you can see the breadth of things that your school and the extracurriculars have to offer. Because I think that's that's how I made a lot of my friends. My freshman year was just people who I was in clubs with that we're into similar things like improv acapella business, you know, there's there's something for everything.

M Moira McCullough 09:19

Well, it's something that you always hear and a lot of times we don't do what so simple and easy and, and there for us in terms of access. And in hindsight, as you said, it was the easiest thing to do. Get out of your comfort zone, though. It's a little bit scary going to a club fair and trying to like throw yourself out there. But as we all know, everyone's been in those shoes before. So it sounds like the upperclassmen were extremely warm and welcoming and, you know, engaging with with the freshmen body.

J Jay Towns 09:48

Definitely they were Yeah.

M Moira McCullough 09:50

Any other tips in terms of what you wish you knew at freshman orientation? Looking back?

J Jay Towns 09:57

I wish I knew that I I didn't have to know who I was going into college. I think that another thing that we all think is just us, but never is, is that everybody who's a freshman, I mean, there are transfer students, you know, but it's everybody's first time at Northwestern anyway. And people are trying to figure out who their friends are and what they want to do and who they want to be. And if I had met my freshman self, I would have been like, hey, Dude, chill, like, Don't worry, you don't need to have everything figured out. I think, really, I would just encourage anybody who's new going into college to be comfortable with the discomfort of not knowing what's going on, because everybody else is in the same boat. And you're not alone. And that's how you bond with others and make new friends. So I would, I would say, embrace that. And don't don't worry too much about what

you think you need to be because nobody knows who they are when they're going into college. It's so freeing, once you have that mindset, isn't it? It's like exhausting trying to keep up and trying to do what you think people are expecting. And then when you take away those expectations of judgment, it's, it's, it's so freeing and getting comfortable with the uncomfortable because everyone's in that position as well. I love this asking this question because I'm a parent. So I think I'm like, cool and chill with my kids. But I'm sure we're sitting here with you. And you asked the question, What can some parents do to kind of like, take the pressure off as well? Man, that's a that's a good question. And I really think it depends on your family situation, obviously, what you can afford to, to, you know, to be able to back up on, I think, in my experience, which is the only experience I can I can talk about, I grew up in a house that was very accommodating, my parents always had what I needed. And so I personally felt very fulfilled with my home situation and was just ready to go somewhere else. And I think it my parents, you know, we have a great relationship. And my mom tells me about how it was very hard for her to like, let me leave the house and not know where I am. And she was like, the house is so quiet. And I think that for some parents, I guess what I can say is just be in tune with what your child needs, like, really listen to what they want. Because I think sometimes in some situations, I know, a lot of my friends got really homesick, you know, friends coming from internationally or from faraway places, California, New York, you know, I think I had the luxury of living an hour away. Even though I never went back. I think it was the fact that I knew that I could, um, which was what really put me at ease. And so I was like, parents, please give me some space to have a new life, you know. And so that's what I needed from my parents. But I think sometimes it can be the opposite, where parents are like, no, go and, and live your life and don't worry about you know, us, we'll be fine. And some kids are like, I miss California, I miss Singapore, like, I need that connection with my parents. And so I think, just for parents to really be in tune with what your child is saying they need from you. And and not to question it for that first moment. Because it might be contrary to the way that it was when you went to college, or, or I mean, I can only imagine what it's like unzoom now, like, people being at home, or not at home, but still online learning, and there are a bunch of nuances. And so I think it's just really important to be in tune with what your kid needs. And I'm gonna have to replay that I'm gonna have to keep the segment you mentioned to Northwestern is in a virtual environment, as many schools are on any advice that you have for those students. I have a high school senior right now getting ready to embark on his college career and any advice that you would have and how to be successful and engage. I mean, you're in theater, you're an actor, like, how do you do that online? Yes. I mean, there's so much on this. I'll try to keep it concise. Well, I guess I'll start with what I think Northwestern has been doing well, I think that Northwestern implemented really great ways, especially for the first quarter of online where people were just like, What is going on? pass fail classes for people who really just could not handle the stress of COVID and trying to do well in class. I mean, that's a huge. Again, it's such a

privilege for some people to be able to say that COVID didn't really affect their lifestyle, but there's a lot of people, low income first gen students, for example, who Northwest being at Northwestern is amazing for them, but they might not be able to live on not having that income from their parents for three months. Like And so that really took a lot of tolls on a lot of families. And I think Northwestern understood that and listened to the student body and allowed for pass fail classes, which was a really, really important thing, I think. And, you know, after we started to acclimate to this climate of online classes, um, personally, I'll say I still don't like them quite as much. I think, especially in theater, it's very difficult to have personal interaction, when it and you know, reading body language and whatnot. But I really have learned to look on the bright side and understand what is really what really is important about our education. And I think I've loved First of all, being able to wake up later and not have to get dressed and go walk to class, I really do enjoy that. Also, I've found that I can, I have flexibility with my schedule now to not necessarily I mean, I remember back when things were normal, I would wake up at eight, go to class. And I wouldn't come home until after midnight, literally, every day, because I knew I was like, Oh, well, since I'm already out, I might as well just wait around here for my next class and wait around here. And, and now, it really is like classes from nine to 11. And it's not, you know, you don't have to get up and walk at 830 and then come back at 1130. It's, I feel like I've reclaimed a lot more of the time in my day, which is, it really adds up, it really adds up. And I think I've been a lot more productive because of it actually. And then one more thing that I just want to say that is so important, because I've recently been going through it. As you know, zoom is basically the new normal now. And I don't have a problem, per se with the conventions of zoom class. But I think one of those things that again, we forget. And I would really implore people, anybody I mean school, but like people who work on their computer all day, like anybody who's looking at that screen, go somewhere else, look at something else for like 30 minutes to an hour a day. Zoom fatigue is so real. And I remember, just last week, I think I'm doing great in school, but I was just, I was in class all day, and I got to a class. And was just this overwhelming sense of just fatigue, I realized I was not even paying attention to what I was hearing. And it wasn't because the content wasn't engaging. It was because I just been staring at a screen all day for the past week. And so I just logged off of class, I emailed my professor and was like, I'm so sorry, but I just need a break. And I went outside and I took a walk. And I returned to an email saying, Jay, we've all been there totally fine with the rest of the supplemental materials for class. So like, it's never too You're never The only person who needs that break. And I think that since everybody is online right now, everybody understands that. And if you need time, to just look at a tree or something. Um, people get it, I people get it. And and especially Northwestern, I think the faculty understand. And there's, there's, there's really no, there's no deterrent to speaking your mind and being a human being. And so that's my experience with zoom so far. I think that's so important, because you even said it not only students, but also the faculty, staff and people that are

working right now. And it seems like you just described my, my past week when my daughter walked up and said, have you left your computer for the past 12 hours? That's not healthy for you physically and mentally. So you've just also highlighted that as well, because I think making sure that you're mentally fit and and if not, as you said, reach out and ask for help. And people are there, they're able to help you and they want to help you. So don't be afraid to ask as well. Absolutely.

M

Moira McCullough 18:59

So everything else that you you do, you'd mentioned, I've seen some of your photography work, which is amazing. And I have a couple questions on on your business. But Amazon when I see that you're an influencer on Amazon. Can you describe that?

J

Jay Towns 19:11

Yeah, that is a really fun gig. I mean, it really I don't, I don't know how I got it. I I really It's nothing special in the sense of the way that I happened upon it. I saw an application online for Amazon product influencers and was like, I feel like I'm a pretty influential person. And so I just applied and I filled out my information like and I put my social media handles and why I wanted to be part of the influencer program and I got an email like later that week or the next week that was like we've accepted you and so what that means, and what I think is so cool is that now I have a shop on Amazon, where I will put products that I use things that I've purchased from Amazon, for example, like anything from instruments to like, recording equipment to photography equipment, like anything that are just school, like, I actually have a school, school supplies page, and even I made one for like Halloween costumes, I mean, really just pages that it's like, this is what I get to do what I do. And then people can purchase the same thing from my cart, and get a discount. And like, I think it's really cool. And it works really well with my, um, my lifestyle, because I use stuff from Amazon all the time. And so it's not that difficult for me to be like, I got this, and it works for me. And I think you should get it too. And you can get a discount on it, because I told you that I used it. And it's very simple. But it really has been a really nice platform to have, definitely. And it's a win win, because you're not promoting anything that you don't like it just like this is what I buy and use all the time. And if I can help you by giving you that discount, and keeping you from researching an hour or two for those particular products, say I've done the homework for you. So then also share a little bit about then you have a photography business, fill us in on that so that we can because we'll include all that information as well. So I started doing photography, right at the end of high school and my senior year, I was the editor of our yearbook. And so I'd never touched a camera in my life. But one day, one of our photographers couldn't go to a girls basketball game. And so I had to step in, and start taking the pictures. And I just really

loved it. I thought it was very exciting and dynamic. And ever since then, I've been trying to get my hands on cameras. And so that, that December, I started doing, like photography, like with my friends and whatnot. And so then I kept going and as you know, different friends were like, hey, I've seen you're taking pictures of this person, could you do this for me. And pretty soon it organically kind of turned into a business, there was no point at which I was like, Okay, now, it's Townes photography. I named it kind of later, but it was just once I had enough clients, I started realizing that there was a way to get more into the, the formality of how to how to market the photography and how to become more savvy in terms of like how to network and, and I started working with different photography companies, I would do things like event photography, or concert photography for Northwestern, and really trying to build out more my portfolio so that anybody could come and look at what I've done, and see themselves or their project in it. And so that's where I'm at now I do mainly portraits of lots of my peers who are in theater and business, who need headshots for auditions or LinkedIn. And so it's been a very, very organic kind of situation going on, I literally just did my first headshot session in a while. Yesterday, I have my friend who just saw me in a zoom business class. And I had mentioned briefly that I did photography. And so you know, it's it's very organic, and I love it. And I'm constantly looking for ways to improve that. Because I think, really, that is something that could be very viable for me as a career path after I graduate, especially keeping the acting and music on the side. And as everybody and their mother knows that being a pretty volatile kind of industry. But I really think that keeping that in the conversation with my photography can really benefit me in the long run. And so I don't plan on stopping that anytime soon. Good for you. And it's such a it's such a nice resource for your peers to have because everyone is looking for that you're You said your junior, everyone's out there looking at their LinkedIn profile or in your acting and music and they're looking for, as you said, headshots. Are you involved with the entrepreneurship program at Northwestern and do they do a good job with internships or helping you get connected with alumni in the business? How does that all work? Absolutely. I think I'm one of the biggest student ambassadors for the entrepreneurship program. I could not speak better. Like I think it is the one of the best programs Northwestern has to offer. I may be biased because I haven't done all the programs. But I have had the most fun. I've learned the most I've implemented the most into my real life. And I've made some of the most genuine connections in the entrepreneurship program. My photography business after the first class that I took, so I told you I started it in my senior year of high school. After I after I came to Northwestern and took my first entrepreneurship class on principles of entrepreneurship to 25 with Heather Irani, who I'm still in close contact with. I came back the next year. That was a spring quarter class. I came back the next year and had tripled My revenue and profit based on an intro entrepreneurship class, I cannot praise this program enough. And that's when I immediately started doing the minor. And so now I'm almost done with the entrepreneurship minor, which is insane. Because most of it, I've

taken online at this point, but I mean, there's sales and marketing, there's personal branding, and how to grow a fanbase. There's accounting and finance, like it goes over everything. And depending on what you're interested in, I mean, who would think that you know, a kid who makes music and does theater would get so much out of an entrepreneurship program, but really, you can take out of it as much as you'd like. And there's something in there for everybody. I cannot praise the program enough. I love it, and anybody who's going to Northwestern, especially, I'm like, take an entrepreneurship class, see if it's for you. And if it's not too much hassle, just add the minor on there, it'll change your life, it changed mine. Even if you're not at Northwestern, if you have some kind of, you know, business or entrepreneurship kind of innovation project or program at your school, I would highly suggest looking into it, it really could revolutionize the way that you see yourself and you see your work. I mean, I think Sorry, I know, this is a big ramble. But I'm really passionate about this, I think, especially for people in Creative Industries, everything that I do, it's not based on anybody else, like nobody's telling me to make music or YouTube videos, or take pictures, these are all things that I've kind of had to push myself and market myself for. And so I think if you are in that industry in any way, where what you are making is the product in and of itself, it is imperative to know how to make that valuable for other people. And that's what this program has helped me accelerate so much. And that's why I have so much confidence in everything that I do. It's not because I think that what I do is so amazing, and everybody needs to see it. But I've worked with, like you said, um, they bring in guest speakers, you know, professionals in the industry, my entrepreneurship professor, my first one heathered that I was talking about, she, um, she not only works in real estate, and entrepreneurship, but she also works at the Lyric Opera of Chicago, which, like, for me, as somebody who's into music and business, I'm like, You're kidding, this person, is exactly what I need in this program. And there are people like that all over the entrepreneurship programs, they're all multifaceted. That's the point kind of and so, you know, I don't feel very alone, in my sense of being like, Oh, I do this. And I do this. And I do this. Because I've seen people who have done it. And I'm now teaching me how to do the same thing. So no, it was a lot. But I love the entrepreneurship program.



Moira McCullough 27:49

No, it's great, because you talked about so many different facets of it. And it sounds like they have a community that's tight knit, do they have a mentorship program? Or is it an informal? Like you said, it's just you have a professor, you end up making that relationship and keeping in touch? Or do they have formal programs as well to help.



Jay Towns 28:06

There are formal programs, I actually just applied to be a mentee in one of them, I'm forgetting the name, I will email you later with that name, if you want to endorse that, but perfect, um, there. First of all, there are there's nothing like a personal relationship, I think if I hadn't recognized that Heather specifically for me, would be a perfect mentor, um, she won't be everybody's like, depends on what you're into, you know. And so I just was in a class with her and was like, you do exactly what I want to do. So obviously, for me, that was perfect. But there are you can do independent studies with any professor you choose if it fits their schedule. So in the entrepreneurship program, every professor at some point in the year is opening up their independent studies, which is basically you have a project that you think this person can help you take to the next level, and they will meet with you weekly. Or if whatever you decide with the professor, you can meet more than weekly or bi weekly. And you can work on your own project with somebody who is in that field. But then even past that past being involved in classes or personal Professor interactions, this program that I'm sorry, I'm forgetting the name of it pairs, mentees and mentors who do specific things. And so I was looking for entertainment mentors, and there was a list of people that they're going to send me I applied, and they're going to send me a mentor like at the end of February, who's going to help me with the rest of my career in college and looking for a job after and so there are also structured programs to make sure that anybody could do that if they want to.



Moira McCullough 29:43

So that score that you produce any anything that you would like to share with our audience things that they should look for, or stay tuned, there's a Jay town's new score coming out for a new movie.



Jay Towns 29:55

Not quite I don't think I don't have anything in the works right now. For any scores. But I will say that was the score that we're referring to being a score that I made for my friend handle involves film that she wrote and directed, called, it's not you, it's me, which was a Northwestern production. So it was part of her rtbf, which is radio, television and film, a her rtbf class. And so she brought me on as a musical collaborator. So I made original music for the, for the film, and also featured some of my own music in the film. And she also helped me with a music video, which is, I think, really, really good. And on my YouTube channel, you can check it out. Um, but yeah, I think I mean, I won't spend too much time on that. But really, the heart of it is that no matter what you're doing, and where you're doing it, there's somebody else on campus who, like Hannah and I, we never would have

met if it weren't for this collaboration on the project. But now we're great friends too. But it really started with people trying to find collaborators for to, to let their vision come through. And that exists in any industry all over the place. And I think Northwestern and college in general is just the place where you can really let that collaboration go and get it out there. Because as much as I like Hannah, now, I don't think I would have met her if there was no initial reason to. And so I just think it's so cool to be in a place where this collaboration is. So it's so encouraged, and then these great relationships come out of it. And those I think, are relationships that are gonna last, you know, a whole career. So I think it's really awesome how that has worked out so far.

M Moira McCullough 31:45

Well, Jay, you are crushing it. You're crushing it in college, and you've given us so many good points for high school prospective students who are looking at just the cold college search, and also anyone who's looking at Northwestern. I have one very, very important question left though.

J Jay Towns 32:01
All right. What is it?

M Moira McCullough 32:03

What is your favorite place to go on around campus? Personally, I'm a dessert person, but I'll open the floor to whatever.

J Jay Towns 32:11

Oh, so many to choose from? I have three because Evanston food is amazing. So I'll first start with my favorite todomaki sushi. It is amazing. It is like just some of the best things I've ever had. Plain and simple. It's on Davis Street. Check it out. There is Ed zoes, which is a burger place. It reminds me of the kinds of burgers that you'll get it like theme parks like a Disney. They're so good. I don't know how to explain and you go inside and you're like, Oh my goodness. Is it summer? It's just the vibe. Isn't there so good. The burgers are so good. They have all kinds of fries, chili cheese fries, Deluxe bubble whites, it's they've got insane kind of dishes. And then for you more desserts, if you guys like sweet stuff. There is this place kill wins, which is on Sherman Avenue. It's ice cream. But it's not just like Ben and Jerry's or like coldstone love those places too. But kimmins they have fudge and like Carmel apples and ice cream and they have the most inventive ice cream flavors I've ever

seen. My favorite is and they're not softserve it's like actual ice cream. Um, my favorite flavor so far is like apple pie. Amazing. I've had it like three times. In the winter. It was still cold. I was still eating it. It didn't matter. Um, so yeah. Those are some of my favorites in Evanston.

M Moira McCullough 33:39

We shouldn't have done this around lunchtime, because I'm absolutely starved. Thank you so much for sharing your insights with us today. We really appreciate it.

J Jay Towns 33:48

Of course. Thank you.

M Moira McCullough 33:52

Thank you, Jay for joining us today to share your story about how you landed at Northwestern. You offer great advice for freshmen. Getting sleep is so important and that will set you up for success as you navigate the first couple months of school, get involved early and often and get comfortable with discomfort. No everyone is in the same position as a freshman so you are not alone. If you have a business or you are interested in starting a business at Northwestern connect with the entrepreneurship and mentoring programs, the resources, classes and network are incredibly supportive, and you will find yourself thriving. You can learn more about Jay Townsend, his photography business on social media at Jay Towns or on his website Towns Photography. Please take a couple of minutes to rate review and subscribe to College Scoops. Thank you for listening to our College Scoops podcast. Our entire College Scoops team strives to make the college journey a little bit easier, less stressful, fun and tasty by sharing all the inside scoops we have curated along the way. We would love to hear from you about topics to cover and your ideas and everything college related reach out to us at CollegeScoops.com or follow us on Instagram, Twitter and Facebook.