RESPECT IS EARNED
DELIVER WHAT YOU PROMISE
ACCEPT A CHALLENGE AND SURPASS EXPECTATIONS
THE PROOF IS IN THE PUDDING
No one is entitled to easy

WORDS OF WISDOM - bd

Work hard
Be authentic
Surround yourself with good people
Get involved
Ask questions - be eager to learn
Say yes
Look for opportunities or create them
I have laryngitis and again no one listens to me
It’s not rocket science
COACH BOB

MANTRA

POSITIVE INTENTION IS THE ANSWER
It’s not enough just to want something and “because I said so” usually doesn’t work.
LISTEN MORE THAN YOU TALK
Be solution oriented
Find a cheerleader/champion/advocate
GET TO THE POINT
DATA

INFORMATION IS POWER

- Dwight K. Schrute
Do you think that or do you know that?
Choose your battles wisely

You don’t always have to be right
Be human
Give other people credit
Own the failures
Position yourself as a strategic thinker

*SWOT
*Find pain points
*Show some ROI
*Don’t wait for people to ask for your opinion
BE AUTHENTIC. JUST BE YOU.
Table discussions:

What tips do you have for being heard?
What are the obstacles?
How have you overcome them?
Are you dealing with a challenging situation?