

From: Katherine Veldran <kveldran@gmail.com>

To: Veldran, KatherineKatherineVeldran@gov.sc.gov  
Katherine Veldrankveldran@gmail.com

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Subject:

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Success function of hard work  
Does not equal maximize success

Meritocracy - objective - all have human element - "subjective"

What forms success equation - expect to win (1st book) - Carla Harris

How to reposition yourself in job market (baby boomer v millennial). How to sell yourself - strategize to win

1st pearl - ch.4 - perception copilot to reality - how they perceive you is how they deal with you

Success adjectives for seat you want to sit in  
(Analytical quantitative organized inspirational motivational creative relationship oriented)

Train people to think about you in the way you want when you aren't in the room  
3 objectives that are YOU and valued in your organization = consistent behavior

Maximize your success in your current room

2nd pearl -

Performance currency - delivering what is asked of you and a little bit more. Valuable 1) will get you noticed 2) will get you promoted 3) will get you a sponsor (most important professional relationship - the good the good the good - person who argues on your behalf ) not a mentor (tailored advice)

3rd pearl -

Relationship currency - personal/influential currency - who's going to speak up for you in the room

Frequency of touch - everybody values being heard

4th pearl - be a risk taker - don't submerge your voice - keep yourself relevant

Make yourself a keeper! Don't be scared - fear has no place in success equation

False evidence of things appearing real

Failure always brings you a gift - that's experience - you know how to do it better

Will new thing give you skills experiences staying in current seat

New networks relationships

New branches on personal decision tree of opportunities

5th pearl - authenticity no one can be you better than you

Stay uniquely you! Bring your authentic self to the table will empower everyone to bring authentic self to table

Success is intentional! Under promise over deliver! Strategize to win!

Who do I need on my team???? Financial success, health care success, - need an integrated team for success

Access leverage