Anything I Can Do, You Can Do Better!
Today’s Journey....

- My Background
- A Journey
- Key Takeaways
- Questions & Dialogue
MY BACKGROUND
Catherine Loves:
- Her Family, Friends, Work Family & Clients!
- Soccer, Water Sports, Musicals & Yoga
- Dark Chocolate
- Connecting Dots & Solving Problems
- Leading and Coaching Leaders
- Business & Technology
- Winning!
A JOURNEY

Illinois State University

Offered a Job at EDS!

General Motors purchases EDS

Leadership Opportunity

EDS Spins Off

• Teacher & Coach?
• Computer Science & Math!
• Economics & Education
• Punch Cards 😊

• Systems Engineer
• Only Female on Team
• 30+ years younger
• Exceptional Culture
• Stringent Dress Code

• Detroit vs Dallas?
• Technical Leadership
• Much Larger Company
• Many Changes!

• Personal Growth
• Global Opportunity
• Industry Experience
• Leadership Training

Continuous Learning & Growth!
Change Brings Opportunity!

- More Transformation
- Professional Services
- Different Business Model
- MIT Program

- CIO Experience
- EDS Purchases AT Kearney

- 300,000 Employees
- Huge Integration/Transformation
- Business Management
- Customer & Industry Opportunities

- HP Purchases EDS
- Broadens Experience

- GuestLogix, Americas
- Xerox, Retail, Consumer & Hospitality

- Johnson Controls/Tyco: SVP Global Loss Prevention

- ERP and Digital
- Consulting Services
- Broad Experience
- C-Level

Change Brings Opportunity!
Travel Calendar: January through March 2018
A few Journey Take-Aways

1. Dance with Change
2. Bloom Where you are Planted
3. Steal Shamelessly (Legally)
4. Network, Network, Network!
5. Show me the Money!
6. Keep Learning
Dance with Change

• Change is the only Constant

• Change... Embrace It – Drive It
  – Lead It!

• Technology
• Companies
• Family Status

"It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change".

Charles Darwin
The Kübler-Ross Change Curve

**Emotional Response to Change**

- **Denial**
  - Disbelief: Looking for evidence that it isn’t true

- **Shock**
  - Surprise or shock at the event

- **Depression**
  - Low mood: lacking in energy

- **Frustration**
  - Recognition that things are different, sometimes angry

- **Decision**
  - Learning how to work in the new situation; feeling more positive

- **Experiment**
  - Initial engagement with the new situation

- **Integration**
  - Changes integrated; a renewed individual

**Time**

- **Creative Alignment**
- **Maximize Communication**
- **Spark Motivation**
- **Develop Capability**
- **Share Knowledge**
Bloom Where you are Planted

• Be **Accountable**, it’s What Winners Do
  • Interviewing... **Your Story**
  • Working ... **Your Habits**
• **Life** is not a Dress Rehearsal
• Give your **Perfect Effort**, then own your actions and results
• **Be Positive** - It’s Attractive and Contagious
Leverage is the Wise thing to do:

- **Study Successful People**
- **Build** it right - First to build isn’t always most successful
- Adaptively **Consume Sources** - Internet, LinkedIn, Social Media
If I have seen further than others, it is by standing upon the shoulders of giants.

-- Isaac Newton --
We have always been shameless about stealing great ideas.

(Steve Jobs)
Networking is marketing. Marketing yourself, marketing your uniqueness, marketing what you stand for.

- **References**
- **Grad School/Employment Connections**
- **Ability to help others**
- **Social Matters**

**Everybody Markets/Sells**
- **Company, Self, School, etc.**
Show me the Money!

• Understand **How your Business Makes Money**
  • Broadens your **thinking**
  • Allows you to **provide more value**

• **ROI matters!**
Choose to be a **Lifelong Learner**!

It allows you to:

- **Change** Quickly
- **Keep** Blooming
- **Steal** Shamelessly
- **Network**
- **Give your** Best Effort
ENJOY Your Journey

Anything I Can Do, You Can Do Better!

The expert in anything was once a beginner.
Questions & DIALOG

Let’s Practice NETWORKING!!