

This I Believe: Career Edition

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1. If you don't know where you are going, you are going to get somewhere and you'll be miserable.
2. "If you find yourself in a hole, the first thing to do is stop digging." -Will Rogers.
3. The last people to get laid off in a company are the ones closest to creating revenue.
4. 70/30 people will rule the world. Spend 70% being spectacular at your core focus area (accountant, lawyer, perl programmer) and 30% being good at everything in the immediately adjacent areas (marketing, finance, digital, real estate).
5. This seems ironic, but the less you worry about your next promotion, the higher the chances are that you'll get promoted.
6. Solve for scale. Point solutions don't scale, frameworks scale (and people are grateful you've taught them a different way to think).
7. What's your one thing? The thing you are better at than anyone else in the team/sector/company/world.
8. Self-awareness is the single biggest gift you can give yourself. Become a feedback junkie.
9. 99% of all arguments are based on a difference between what each person is solving for. First, get to a shared vision. Then disagree. Then get to the best solution.
10. Nice guys/girls might not always finish at the top, but in the long run jerks will always finish last. Karma.
11. If you are a leader, remember it is never about you. It is always about the team and each person in it.
12. At the end of the day always remember that it's just a job. On their deathbed, no one wishes they'd spent more time at work.