



**Anything I Can Do,
You Can Do Better!**



Today's Journey....

- My Background
- A Journey
- Key Takeaways
- Questions & Dialogue



MY BACKGROUND



MY BACKGROUND



MY BACKGROUND



MY BACKGROUND

tyco
Retail Solutions

FY18 APAC DEEP DIVE REVIEW



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!

& Learning!



A JOURNEY

Illinois
State
University

Offered a
Job at EDS!

General
Motors
purchases
EDS

Leadership
Opportunity

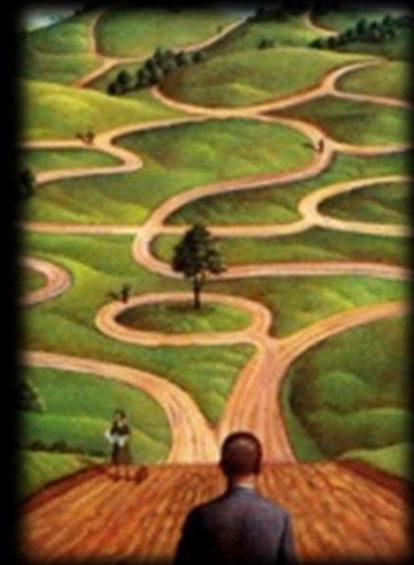
EDS Spins
Off

- 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!

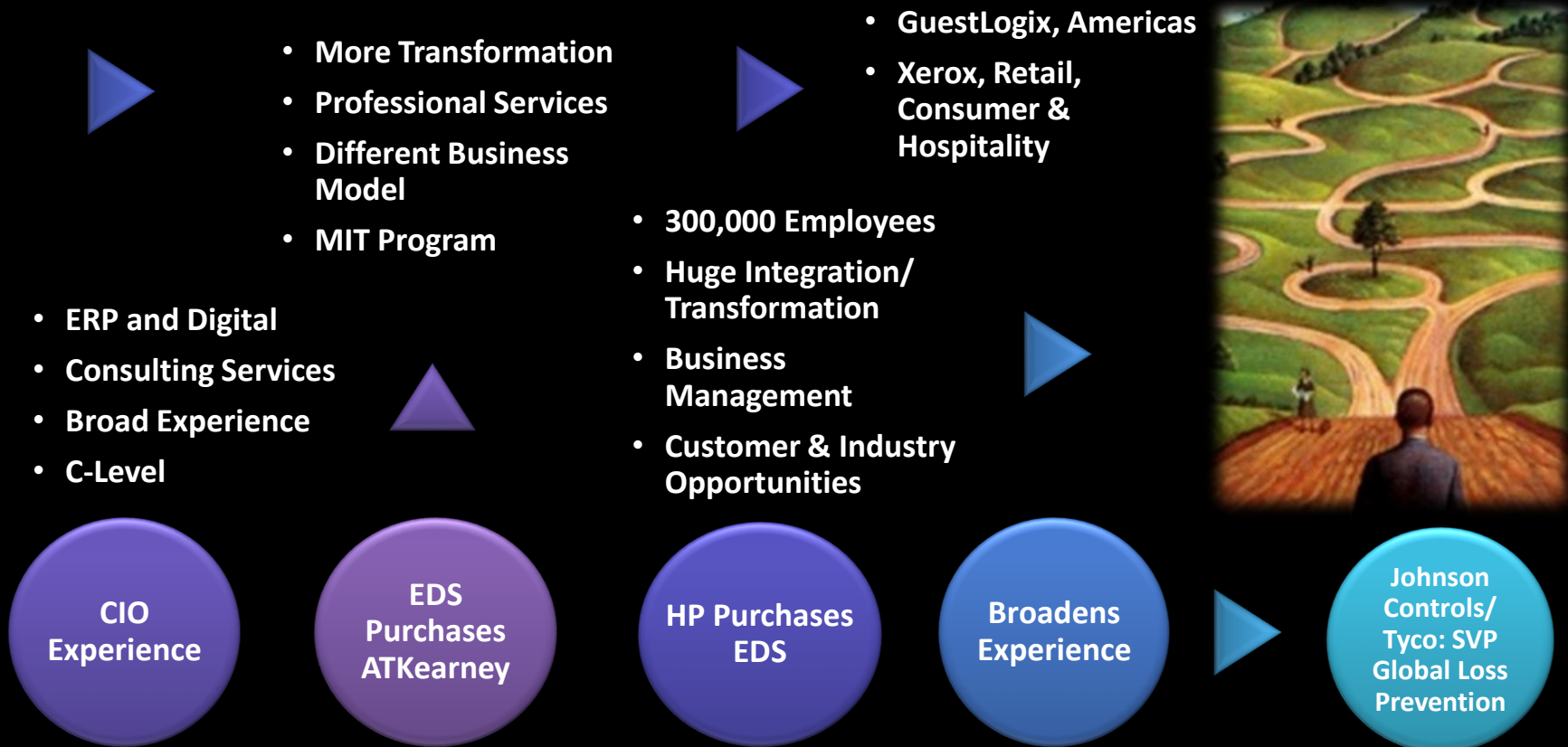
- Personal Growth
- Global Opportunity
- Industry Experience
- Leadership Training



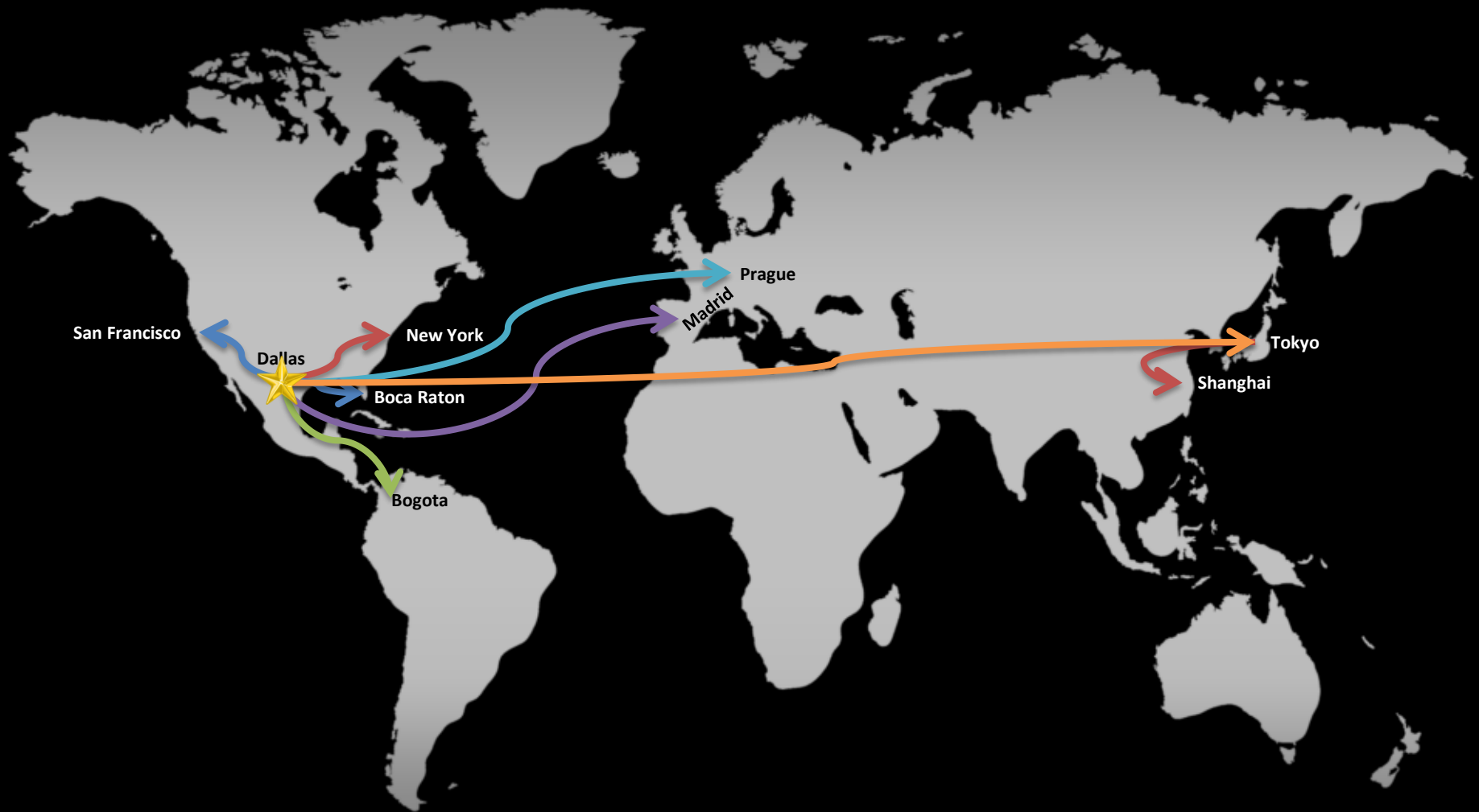
Continuous Learning & Growth!

A JOURNEY

Change Brings Opportunity!



Travel Calendar: January through March 2018



A few Journey Take-Aways

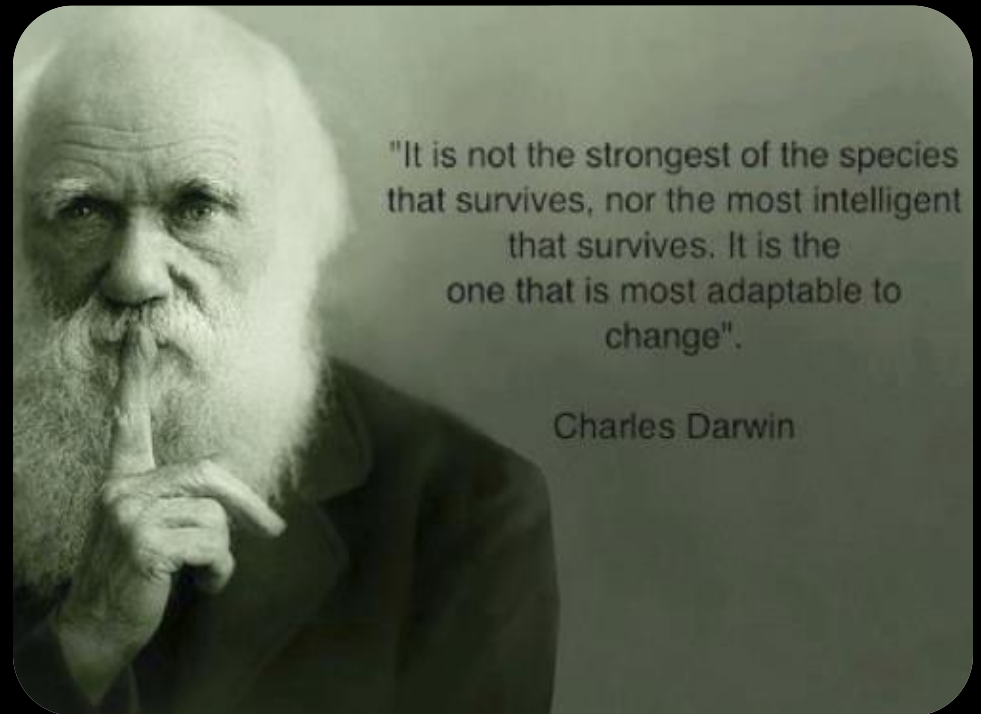
1. Dance with **Change**
2. **Bloom** Where you are
Planted
3. **Steal** Shamelessly (Legally)
4. Network, Network, **Network!**
5. Show me the **Money!**
6. Keep **Learning**



Dance with Change

- Change is the **only Constant**
- Change... **Embrace It** – **Drive It**
 - **Lead It!**

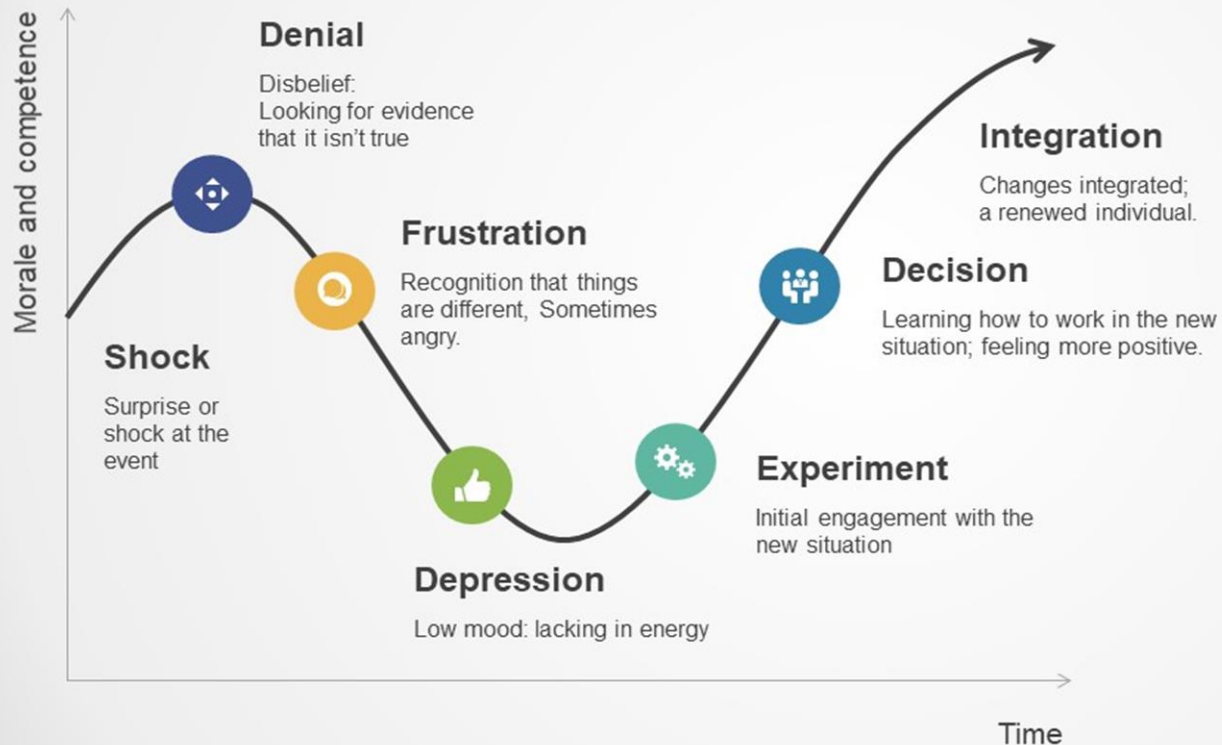
- Technology
- Companies
- Family Status



Change Curve

The Kübler-Ross Change Curve

Emotional Response to Change



Creative Alignment

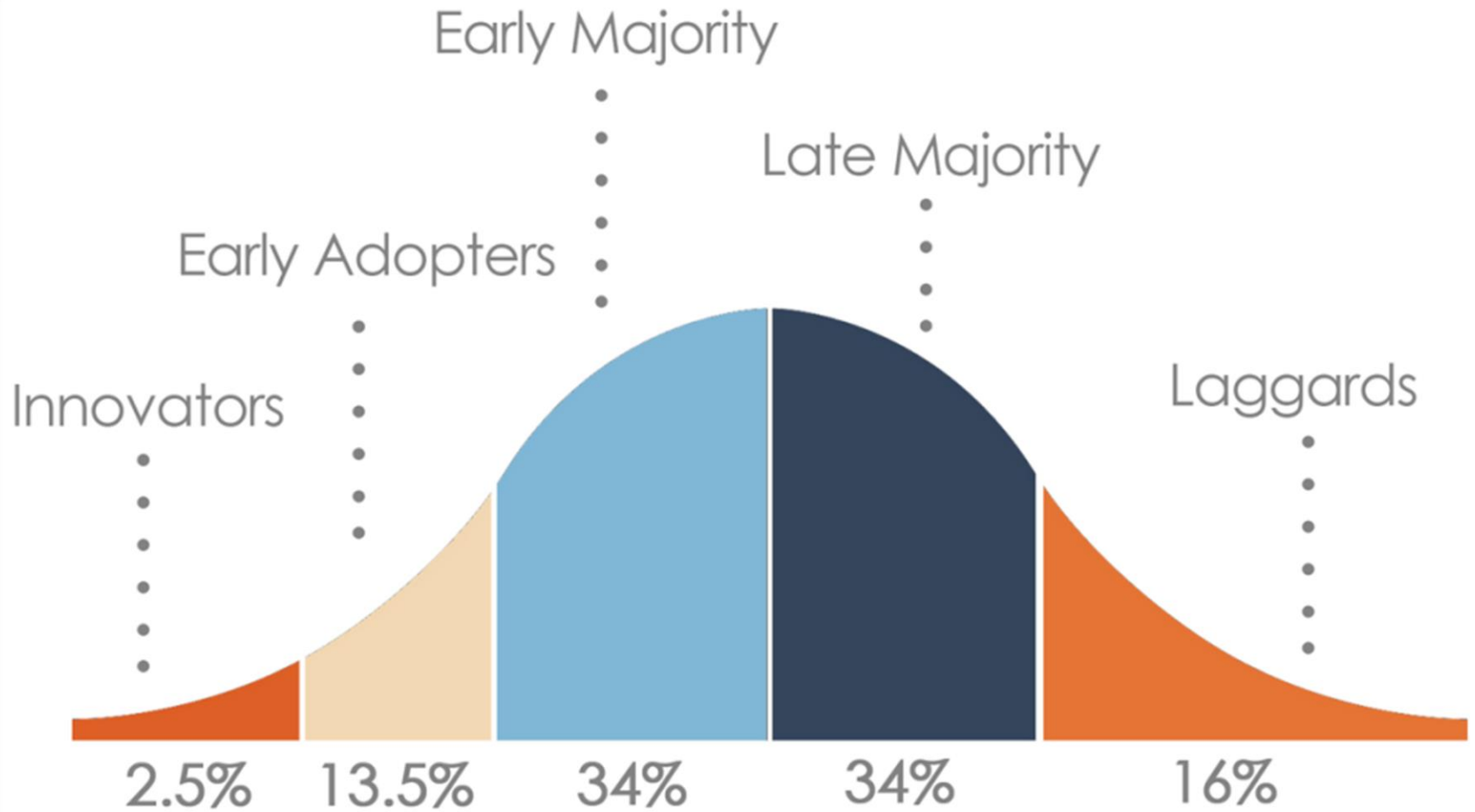
Maximize Communication

Spark Motivation

Develop Capability

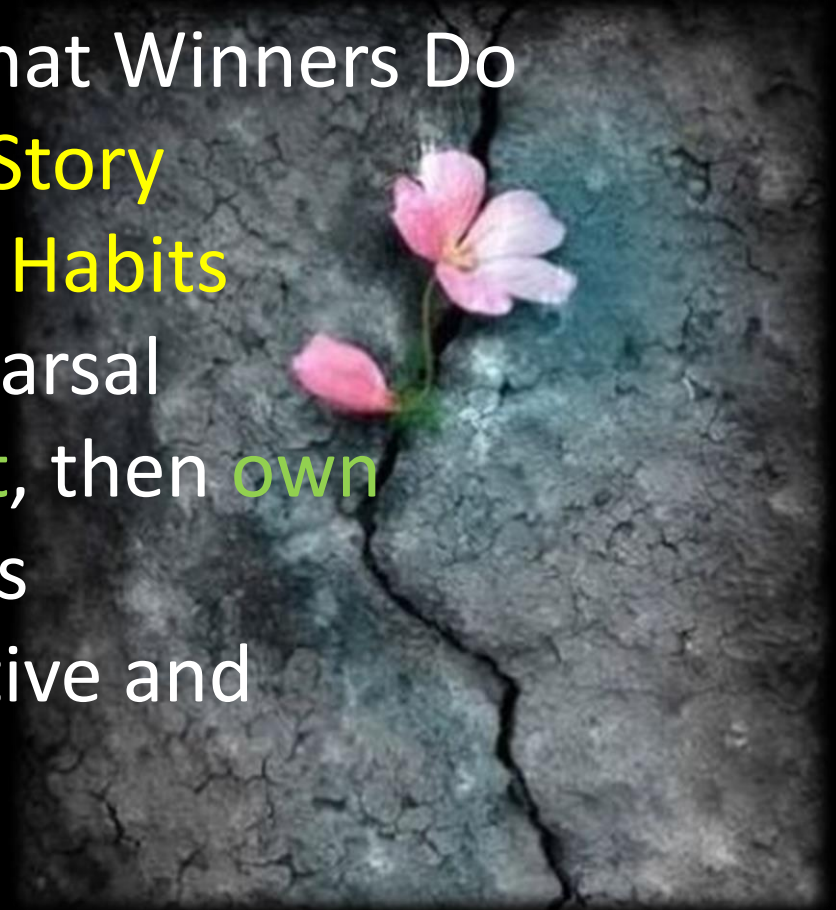
Share Knowledge

Change Adoption Curve



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



Steal Shamelessly (Legally)

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



Steal Shamelessly (Legally)

**If I have seen further than
others, it is by standing upon
the shoulders of giants.**

-- Isaac Newton --



Steal Shamelessly (Legally)



We have always been shameless about stealing great ideas.

(Steve Jobs)

Network, Network, Network

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!

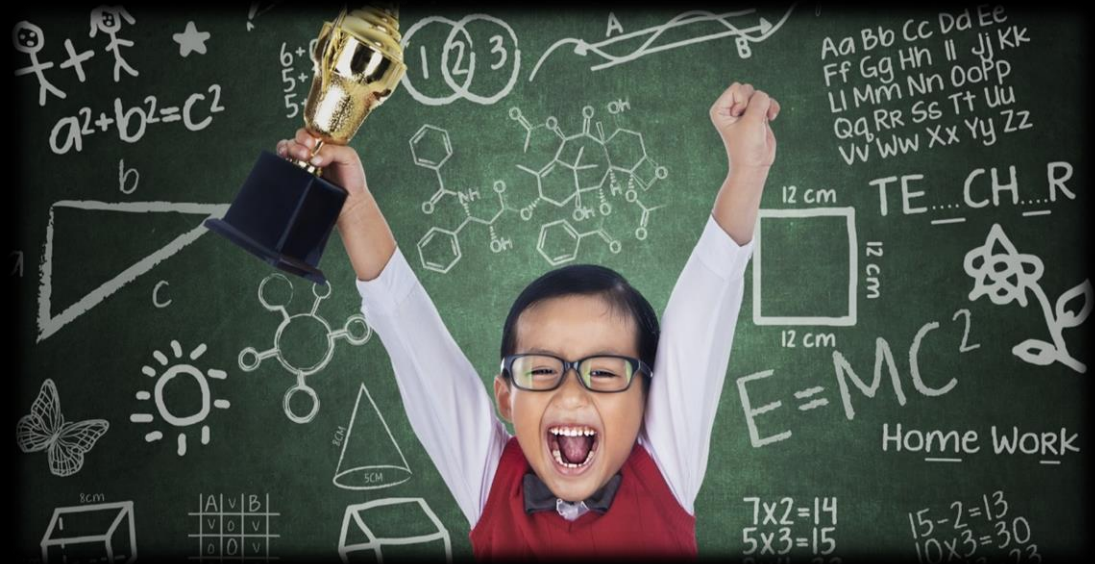


Keep Learning!

Choose to be a Lifelong Learner!

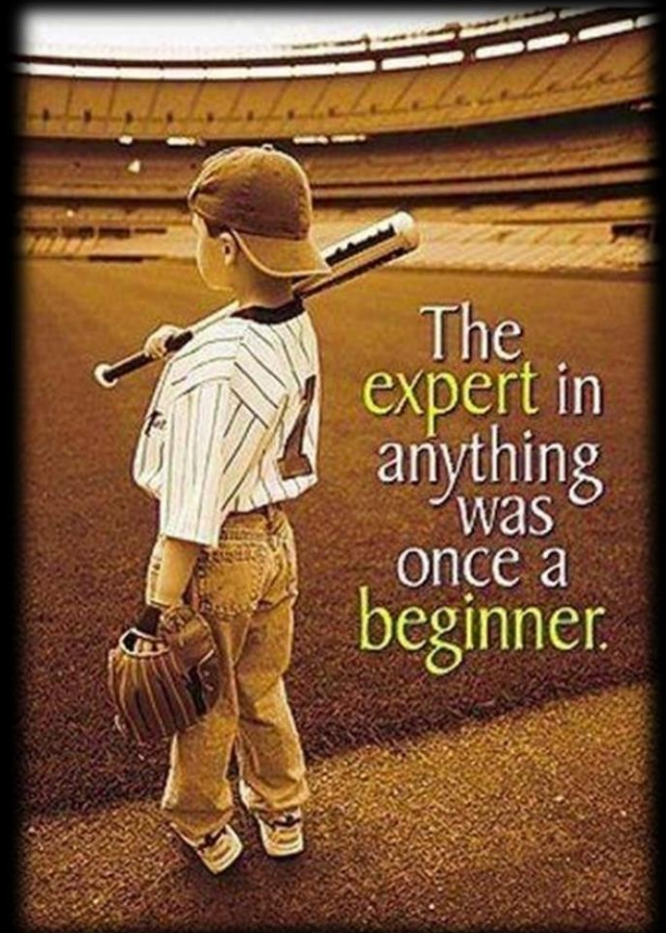
It allows you to:


- Change Quickly
- Keep Blooming
- Steal Shamelessly
- Network
- Give your Best Effort



ENJOY Your Journey

Anything I Can Do,
You Can Do Better!





Q&D

Questions & DIALOG



Let's Practice NETWORKING!!

