



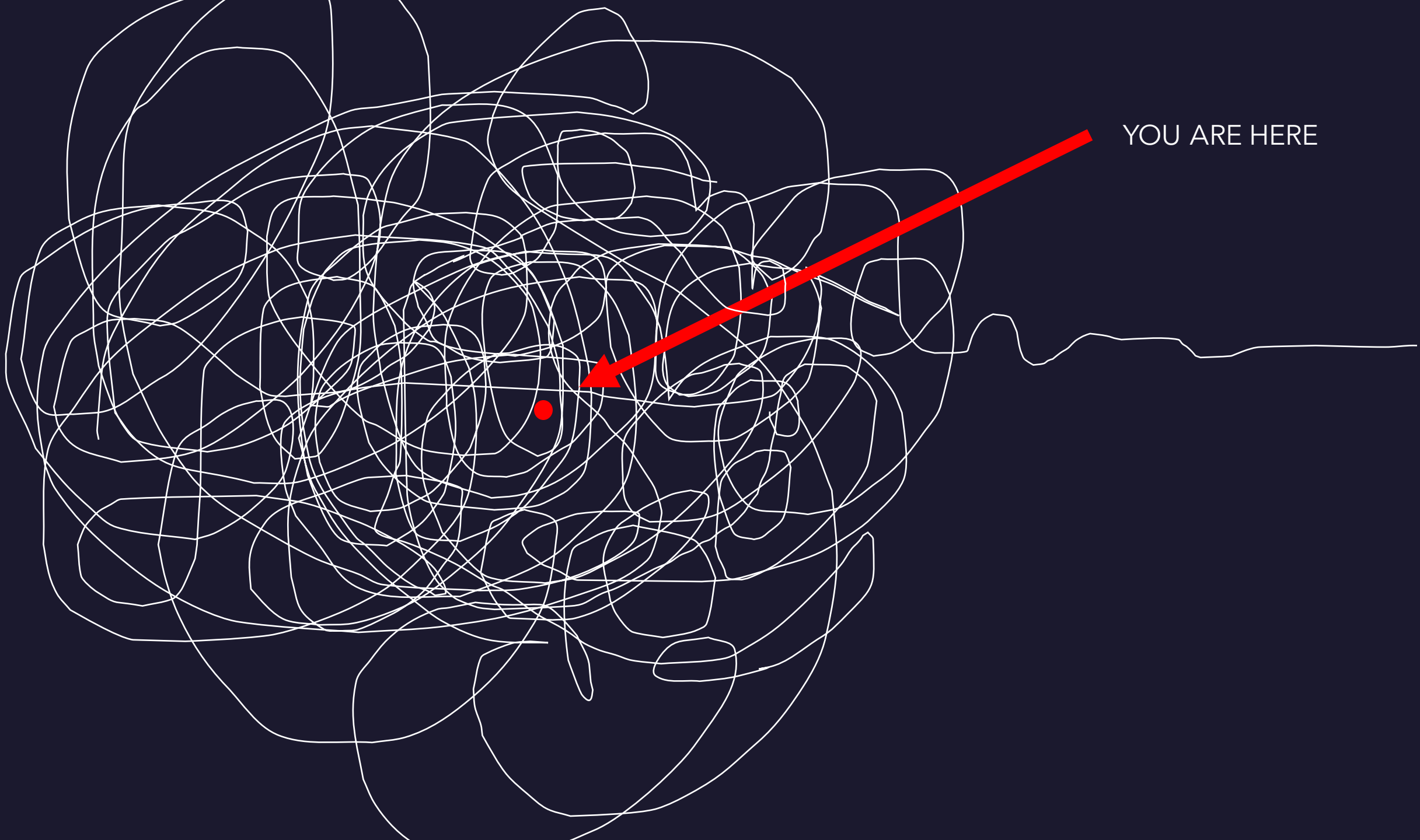
# UNLOCK YOUR POTENTIAL

PMI CHICAGO CAREER  
DEVELOPMENT CONFERENCE

December 12, 2020

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YOU ARE HERE



AND



- LIFE IS A BEAUTIFUL GIFT
- EACH OF US IS UNIQUE AND SPECIAL
- WE ALL HAVE A CHANCE AT GREATNESS

- LIFE IS *NOT* FAIR
- THE PLAYING FIELD IS *NOT* LEVEL
- THE STARTING POINT IS *NOT* THE SAME





WHY DO  
SOME  
PEOPLE  
MAKE IT...

WHILE OTHERS ARE LEFT  
BEHIND?





Chad, US marine  
Injured in Iraq  
Severe damage to legs  
Relied on heavy narcotics

Made choice for amputation  
Fitted for prosthetics  
Went snowboarding  
Then fitted for running blades





# GRIT

Passion + Perseverance

- Poor performance review
- Project "failure"
- Invisibility
- Passed up
- Didn't perform



# GRIT EQUATION

Interest

Practice

Purpose

Hope



Unlock Your Potential for  
Breakthrough Results



**BREAKTHROUGH:** any significant or sudden advance, development, achievement or increase that removes a barrier to progress







Opportunity

Preparation



# Preparation

- Be Gritty
- Be Qualified
- Be Versatile
- Be Valuable





# Be Qualified

- Learn your Role
- Degrees, Certifications, Designations
- Associations, Seminars, Classes
- Observe others

# Be Versatile

- Increase breadth and depth of knowledge
- Replace old skills
- Take thoughtful risks
- Seek and accept feedback







# Be Valuable

- Beat Expectations
  - Clarify
  - Modify
  - Exceed and Repeat

# Opportunity...

## Create it

- Seek
- Serve
- Challenge





# Seek



- **Join committees**
- **Offer solutions**
- **Volunteer for additional responsibility**

# Serve

- Your customers
- Your team mates
- Your manager
- Your colleagues
- Your community







# Challenge

- Beat your personal best
- Get UN-comfortable
- What's your differentiator?

# UNLOCK YOUR POTENTIAL

## Opportunity

- Seek
- Serve
- Challenge

## Preparation

- Grit (passion + perseverance)
- Qualifications
- Versatility
- Value





# HOPE







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