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# ATHLETICS OF BUSINESS WITH ED MOLITOR

How Do You Develop People  
How Do You Bring People On.

- MY SUPER POWERS ARE:
- ACCOUNTABILITY
- WORK ETHIC.

## VISION

- ⊕ WHAT YOU WANT TO DO.
- ⊕ WHERE YOU WANT TO BE.
- ⊕ THEN: FIND A WAY TO GET THERE.

- LEADERSHIP: HIRING PEOPLE OUTSIDE YOUR SKILL SET IS ALWAYS BENEFICIAL.

HAVE A GOOD RELATIONSHIP THAT'S OPEN & HONEST

## ⊕ INTANGIBLES:

- WINNING ATTITUDE
- THEIR OUTLOOK (POSITIVE)
- HIRING FORMER ATHLETES

"GREAT LEADERS TO ME - CREATE THAT FEELING OF - I DONT WANT TO LET THAT PERSON DOWN"

DEVELOPMENT IS ON THE INDIVIDUAL

- WANT TO BE DEVELOPED.
- WANT TO BE COACHED.

I DONT ALWAYS HAVE CONFIDENCE BUT I MAKE DAMN SURE I GET THERE.

## FORMER ATHLETES

- ⊕ KNOW ADVERSITY
- ⊕ KNOW WHAT HARD WORK IS.
- ⊕ KNOW HOW TO BE COACHED
- ⊕ KNOW HOW TO BE ON A TEAM
- ⊕ KNOW HOW TO ACHIEVE GOALS.

- SET GOALS ON A WEEKLY BASIS
- WE HAVE ON PAPER WHAT WE
  - NEED TO DO
  - NEED TO ACCOMPLISH.

FEAR AND SAFETY

- THINK LIKE A BUSINESS OWNER

- ⊕ I WANT TO SHOW I BELONGED AND I DIDNT WANT TO LET MY TEAMMATES DOWN.

SINGLENESSE OF PURPOSE.

KNOWING WHAT PEOPLE ARE CAPABLE OF.

LETS BRING IN KNOWN ENTITIES THAT WE KNOW CAN DO GOOD WORK

- GET PEOPLE ON THE SAME PAGE - ALL MOVING FORWARD TOGETHER.

- ⊕ COLLABORATION - WERE ALL ABOUT THIS.

## EMERGING LEADERS

- ⊕ DETERMINE THE PARAMETERS - THEN SET THE GOALS.

WHAT IS IT LIKE TO BE ON YOUR TEAM?

- ⊕ YOU ARE GOING TO WORK HARD - ENGAGEMENT
- ⊕ YOU ARE GOING TO HAVE FUN
- ⊕ THINK OUTSIDE THE BOX - CREATIVITY

WHERE COULD THINGS BE BETTER?

- WE HAVE FUN: COMMON GOALS AND INTERESTS.

- HIRE PEOPLE
  - YOU KNOW
  - YOU TRUST
  - YOU CAN COACH

"EVERYONE HAS A SAY IN WHAT WERE DOING. IT CAN GO A LONG WAY MAKES PEOPLE BUY-IN TO THE TEAM CONCEPT & MOVE FORWARD."