

STEVE WHITE

SPECIAL COUNSEL TO CEO OF COMCAST.
DRIVEN BY:

- CONTINUOUS LEARNING
- RADICAL RESPONSIBILITY
- UNWAVERING COMMITMENT TO EXCELLENCE.

ATHLETICS OF BUSINESS WITH ED MOLITOR

⊕ POWER OF EXPECTATIONS

RAISE THE BAR -

SURROUND YOURSELF WITH PEOPLE THAT WILL POUR INTO YOU IN A POSITIVE WAY.

↳ THE IMPACT OF OUR RELATIONSHIPS

- FIERCELY INDEPENDENT
- RADICALLY RESPONSIBLE
- SCRAPPY

- UNDISTRACTED MINDSET
- UNWAVERING COMMITMENT TO YOUR WHY.

- WHY FINDING YOUR PURPOSE IS SO IMPORTANT
↳ TWIN: TWO MOST IMPORTANT DAYS - DAY YOU'RE BORN & DAY YOU FIGURE OUT WHY.

HAND UP VS. HAND OUT

↳ OPPORTUNITY TO DISPLAY YOUR TALENTS
- PLANTING A SEED.

COMMITMENT
HARD WORK
ATTITUDE
EFFORT

THESE MATTER

LIFE IS ABOUT MAKING DECISIONS AND LEARNING

⊕ PEOPLE THAT SPEAK TRUTH TO YOU.

GOALS: WHAT MOTIVATES YOUR WHY? YOUR PURPOSE

⊕ I SEE SOMETHING IN YOU THAT YOU DON'T SEE IN YOURSELF
↳ MY DREAMS GOT BIGGER

BUILDING A TEAM

① TEAM ORIENTED
↳ TEAM WINS VS. INDIVIDUAL WINS.

② NEED THEM TO BE SMART
↳ CURIOUS

③ SOMEONE THAT IS HUNGRY
↳ GOOD CHIP ON MY SHOULDER
• "THEY CARED ABOUT ME BUT THEY WERE TOUGH"

→ THEN OUR CONVERSATIONS CAN BE ABOUT YOU AND YOUR GOALS -

⊕ WHO HAS IMPACTED YOU?

SEVEN PATHWAYS

- FIND YOUR FIGHT
- FOCUS ON REAL PRIZE
- LIVE LIFE AS A LEARN LAB
- THINK & ACT AS A BUSINESS
- ATTITUDE : EFFORT
- NAVIGATE UNCERTAINTY
- COMMIT TO ROAD DOG RELATIONSHIPS.

NO FAILURE ONLY LEARNING

- ITS OK TO MAKE MISTAKES - BUT DON'T KEEP MAKING THE SAME MISTAKES.

⊕ HOW TO HAVE IMPACT AND HOW TO CREATE A LEGACY.

↳ GET YOUR PURPOSE RIGHT.

[I'M COMPETING AGAINST MYSELF]

Belief - Accomplishment - Confidence - Responsibility

ALL OF US COME INTO THE WORLD WITH A LITTLE LIGHT - BASED ON WHO WE MEET IT MAKES OUR LIGHT DARK OR WE CAN MEET PEOPLE THAT MAKE IT BRIGHT

GET BEYOND BUSINESS

① GET TO KNOW THE PERSON FIRST

- WHO ARE YOU & WHAT ARE YOU TRYING TO GET DONE

② OBJECTIVES - WHAT ARE WE TRYING TO ACCOMPLISH.
- WHAT DOES SUCCESS LOOK LIKE
- WHATS WINNING LOOK LIKE.

③ FEEDBACK - PROVIDE FEEDBACK EARLY AND OFTEN
- POSITIVES & OPPORTUNITIES

- ENRICHMENT OF OTHERS
- LIVE YOUR PURPOSE & YOUR WHY

MY MOM UNDERSTOOD THE POWER OF INFLUENCE