

TUESDAY APRIL 8, 4PM

Special Presentation: Best Practices for Getting a New Job and Advancing Your Career

Learn some of the best practices on how to stand out, the importance of communicating with clarity, consistency and candor, and real-world advice on resumes and LinkedIn profiles.

FREE TO ATTEND FOR ANYONE AT NAB



Dan Rayburn

#NABSTREAMINGSUMMIT

LinkedIn Profiles

- As a Focused Strategic Leader, I thrive on driving results and accelerating change across dynamic and fast-paced focused environments. My approach is deeply rooted in a strategic focus that prioritizes stakeholder management and values the power of diverse skills, styles, and backgrounds. This foundation is crucial for enhancing team accomplishments and injecting positive dynamics into every project. My expertise lies in crafting and implementing robust strategies that align with organizational goals while ensuring effective communication and collaboration among all stakeholders. (Previous Titles: VP of Contnet, Ambassador)
- Transformational executive with a 25 year record in strategy and development; building diverse, high-performing teams; and launching successful products at the forefront of technology trends.
- Experienced executive with a proven track record in digital media
- Proactive and results-driven leader passionate about driving pivotal moments at growth companies in a variety of sectors and accelerating Fortune 500 companies on their transformation journeys. As a culture-builder and a people-leader, I play an active role in setting up processes and elevating internal change-makers to create an empowered work environment.

LinkedIn Profiles

- As a Focused Strategic Leader, I thrive on driving results and accelerating change across dynamic and fast-paced focused environments. My approach is deeply rooted in a strategic focus that prioritizes stakeholder management and values the power of diverse skills, styles, and backgrounds. This foundation is crucial for enhancing team accomplishments and injecting positive dynamics into every project. My expertise lies in crafting and implementing robust strategies that align with organizational goals while ensuring effective communication and collaboration among all stakeholders. (Previous Titles: VP of Contnet, Ambassador)
- Transformational executive with a 25 year record in strategy and development; building diverse, high-performing teams; and launching successful products at the forefront of technology trends.
- Experienced executive with a proven track record in digital media
- Proactive and results-driven leader passionate about driving pivotal moments at growth companies in a variety of sectors and accelerating Fortune 500 companies on their transformation journeys. As a culture-builder and a people-leader, I play an active role in setting up processes and elevating internal change-makers to create an empowered work environment.

Posts

Comments



USA...

[+ Follow](#)

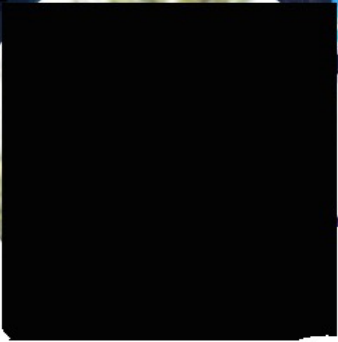
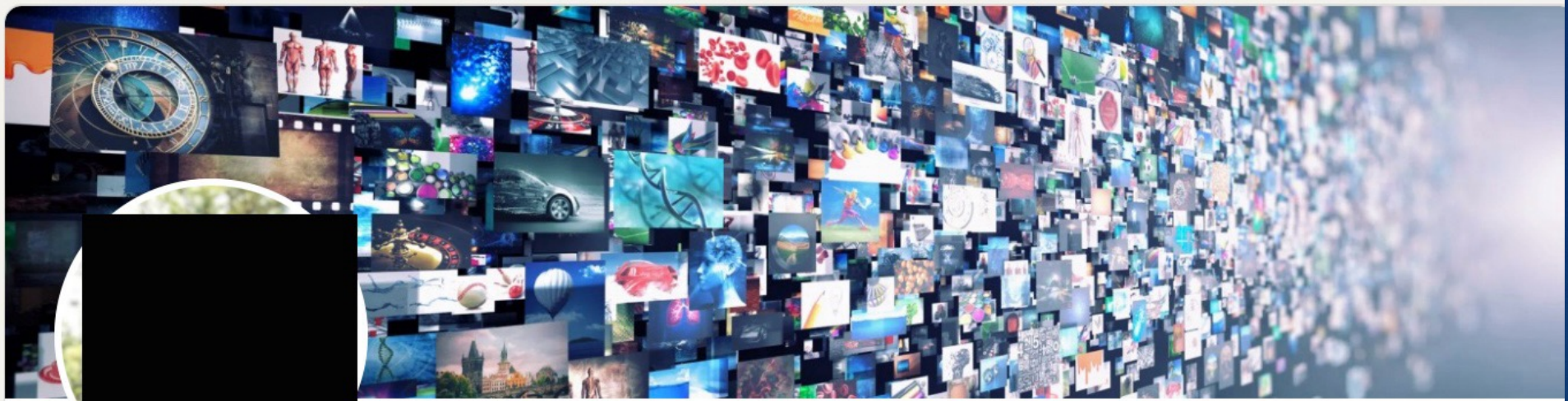


Hi everyone! I'm seeking a new role and would appreciate your support. If you hear of any opportunities or just want to catch up, please send me a message or comment below. I'd love to reconnect. [#OpenToWork](#)



is open to work

[View job preferences](#)



[Redacted] · 2nd

Account Executive

Atlanta, Georgia, United States · [Contact info](#)

500+ connections

[Redacted] and 18 other mutual connections

Accept

Ignore

More

How To Communicate, What To Practice

- You MUST be able to stand and speak, practice amongst others. Use [meetup.com](https://www.meetup.com) and [toastmasters.org](https://www.toastmasters.org) for events.
- When you want to tell a story, for instance, what makes you unique, start with the end in mind. What do you want the outcome of your story to be? If you start with the end in mind, the intro and middle will funnel to that target.
- Humans gravitate to structure. Why? Many don't have it due to a lack of confidence or experience, are lazy, or just don't want to do the work necessary to improve. They would rather someone else tell them how to do it, to lead them and to be told how to get there. Lead by example.
- Most people have a long backstory; jump right to the interesting parts. Make it personal but not emotional. "Passion" is not a good thing; clear thought without emotions is what you want to practice, and it is tough for all of us to do. Replace passion with "interest" and "devotion."
- Think about your words and speak definitely. Be decisive when you talk. Don't use words that end in "ly" (usually, probably, likely) as they have no concrete definition. Great storytelling is all about change, which is what you are explaining when going to a new job.
- When speaking, slow down. Pause for 3 seconds before the keywords you want to get across. Let silence amplify your message.

Setting Your Mind Up For Success

- Don't rush to failure by self-sabotaging yourself. How does that happen? By comparing yourself to others, constantly living in the past, trying to control what you can't, isolating yourself and not asking for help, having unrealistic expectations, overthinking, and ruminating.
- The two hardest things to do in life are removing emotions from decisions so you think clearly and asking for help. But that vulnerability is what makes us human. You're not in the business of content; you're in the business of people. Business is no different; successful leaders don't invest in ideas but in people.
- In life, good people give you happiness. The worst people give you a lesson. And the best people give you memories. Learn to tell the differences, and for those who don't treat you well, don't react; cut them off silently.
- Everything we see is a perspective; everything we hear is an opinion. Don't confuse opinions with facts.
- Are you really happy or just comfortable? Perfect results count, not a perfect process.
- How an elite leader in any domain thinks. Building a skill takes time and effort, and I will invest the time and be tenaciously persistent. I understand that discomfort is part of the process. If I avoid discomfort, I prevent learning. I will make mistakes, and they will teach me. I want feedback and coaching. That's the mindset of someone who is getting better every day. The financial currency in the business world is information. It's leverage.
- Figure out where your train is heading. If you are unhappy with the destination, you must throw yourself off the train. This might be the difference between living and existing. Strict self-examination and strict self-governance are crucial. Take a break if you don't know what to do about something. Go for a walk, grab a bite, sleep on it, talk it through with a trusted person, or all of the above. Clarity will find you.

Business Rules For Success

- It's the professor, not the class. The people you work with and for will make or break your happiness and long-term success more than any other factor.
- If you feel like you don't fit in, remember that what makes you different is a source of unique (and needed) value.
- Learn to be a good storyteller. Humans are wired for narrative; a story is much more memorable, compelling and shareable than a collection of data or facts.
- There is enormous value in simplifying. This also applies to communication. Strive to use less jargon, fewer words or metrics, and shorter lists.
- Your actions and how you consistently show up daily will define your experience more than what you studied, where you went to school, what company you work at, and what your job title is.
- If you want a bigger platform, start with the one you are standing on. Choose how you show up. Leaders think about what groups and teams need and contribute in additive ways. An act of leadership can be as simple as the energy and body language you bring into a meeting.
- Being able to disagree with someone or critique something openly, productively, constructively and keep the conversation positive is a valuable skill.
- Confidence comes from preparation, a sense of belonging, and trust. It must be built deliberately and reinforced frequently.

Dan Rayburn
917-523-4562
dan@danrayburn.com