

It's Your Career Grab the Wheel and Let's Go Places!



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Paul Carney, SPHR

What Do You Do?



It's Your Story

Your story is unique

- Know Your Story
- Develop Your Story
- Tell Your Story

It's All About Value



Strive not to be a success,
but to be of value.
- Albert Einstein

How to Calculate Your Value

$$\text{Value} = \text{Benefit} / \text{Price}$$

How to Capture Your Value

ΔE
called an “ash”

Know Your Value

**I am not a product of my circumstances.
I am a product of my decisions.**

- Dr. Stephen Covey

Grow Your Value

- What would you improve?
- “Having” time vs. “Allocating” time
- 70-20-10 Rule

Does It Make a Sound?



Show Your Value

- Engaging
 - Simple, in a language your audience understands

Show Your Value

- **Engaging**
 - Simple, in a language your audience understands
- **Memorable**
 - Paint the picture they take from the encounter

Show Your Value

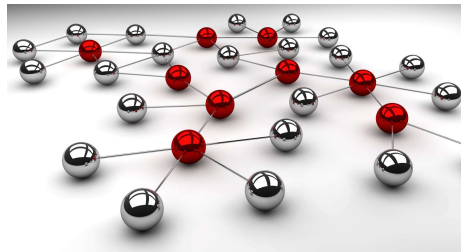
- **Engaging**
 - Simple, in a language your audience understands
- **Memorable**
 - Paint the picture they take from the encounter
- **Compelling**
 - Describe the lessons learned from the event

Networks Win



- Belonging, inclusivity
- Networking 101
 - Accountability
 - Breadth and depth
 - Invest o, get o

Influence



- Impact character, development, behavior
- “Happiness”
- Authority vs. Power
- Trust

4 P's

Marketing	
Product	
Price	
Promotion	
Place	

4 P's

Marketing	Workforce
Product	Person
Price	Position
Promotion	Price
Place	Point in Time

Motivation

- Natural friction
- Autonomy, Mastery, Purpose
- Planning, Persistence, Problem Solving

Motivation

- Natural friction
 - Action and reaction
 - Momentum is key
 - Listen to feedback

Motivation

- **Autonomy**
 - Use your judgement and experience to make decisions
- **Mastery**
 - Build expertise in content or process
- **Purpose**
 - Incorporate purpose into everything you do

3 P's of Action

- **Planning**
 - Avoid analysis paralysis
- **Persistence**
 - Resilience in the face of challenges
- **Problem Solving**
 - Emotional intelligence

“Good Luck”

Opportunity
meets
Preparedness

You as a Banker

- Educate the marketplaces – customers and employees
- Manage VUCA
 - Compliance and risk management
- Talent attraction, selection, onboarding, development, engagement, retention

You as an Intern

- Network to create opportunities
- Focus on how you add value to meet or exceed business needs
- Grow your value
- Tell Your Story!

Your Action Plan

- You are uniquely positioned
- Get to know all aspects of the bank
- McKinsey & Company, 10/17/21
 - To be a better builder of your business:
 - **Create value!**

Meaning and Purpose of Life

The meaning of life is to find your gift.

The purpose of life is to give it away.

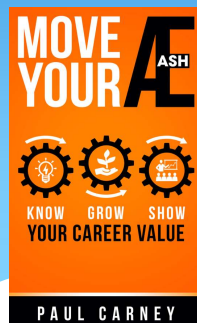
- Pablo Picasso

Paul Carney, SPHR

www.linkedin.com/in/PaulCarneyWorks

Facebook, Instagram

@PaulCarneyWorks



*Move Your AE (ash): Know, Grow,
and Show your Career Value*

Available on Amazon