



Starting in the Electrical Industry

- Grandfather retired from Graybar
- Never thought I would be in the industry

Getting Involved

- Made the leap from HR to Sales
- Dove right in and learned as I went
- Changed roles again and went into leadership classes
 - VOLT
 - Early Career Advisory Council (Graybar)

Lessons Learned

- 1) Say “yes” to things that push you out of your comfort zone
- 2) You are your biggest competition
- 3) Stay true to who you are

Say “yes” to things that push you out of your comfort zone

- The move from HR to sales
 - Zero business classes
 - No technical knowledge of electrical products
- Overcoming the fear
 - No one knows everything about everything
- Benefits
 - Growing confidence personally and professionally

You are your biggest competition

- Getting in your own way thinking you are incapable
 - Either completing a task or taking on new responsibilities
- Overcoming it
 - Remind yourself of the times you accomplished something you didn't think you could do
 - How did you feel after doing it?
- Benefits
 - Possessing the ability to look inward and realizing you are capable of completing each challenging task presented

Stay true to who you are

- Being a young woman in the industry can pull you in many different directions
- Overcoming the challenge
 - Accepting the fact that you will not be liked by everyone you meet
- Benefits
 - Staying true to yourself will help in difficult business situations
 - Knowing your worth and standing up for your values leads to more trust

Closing Remarks

1

Keep pushing boundaries

2

Seek learning opportunities

3

Never underestimate your potential

The electrical industry offers endless opportunities; your career path is what you make of it.