



DEFINING MOMENTS AND HOW THEY HELP US LEAD.

Advice from SIA's Global Power 100 – Women in Staffing Vol.2



Experience is the teacher of all things.

We often mistake experience as a product of time. But it's more the ability to recognize—either in the moment or in retrospect—the value of a particular moment, movement, failure or win. It's also an attribute shared by the leaders featured in this year's Staffing Industry Analysts' Global Power 100 - Women in Staffing list.

Industry powerhouses don't simply land at the top. They pay attention—to their own experiences, to advice from mentors, to lessons learned by colleagues, to industry research, to business trends, to history.

So, we asked several of the 2017 SIA Global Power 100 - Women in Staffing honorees to do just that: name a defining moment in your career and tell us what you learned from it. Their responses are an inspiring reminder of how far we can travel in our careers and how important it is to tell your story along the way. No doubt it was hard to pick just one.

After you read them, **we challenge you to share your defining moment, your biggest lessons learned.** Your legacy—and the industry—will thank you for it.

Leslie Vickrey, CEO + Founder, ClearEdge Marketing



Our challenge to the industry leaders on the 2017 Staffing Industry Analysts' Global Power 100 - Women in Staffing list:

In 50 words or less,
name the moment that defined your career and **tell us the most important lesson from that experience.**

“A wise woman gave me the power of these four words: will you help me? I’ve seen careers implode because of the fear to ask for help. We think it makes us look weak. It doesn’t. Ask and you shall receive, oftentimes more than you asked for.”

Andrea Wagner

***Vice President of Sales
Shiftgig***

#womenINstaffing

Ann Swain
Global CEO
APSCo

#womenINstaffing

“Realizing that people respond to strong leadership and clear vision that has a democratic forum for debate and resolution was my defining moment. The continued challenge is to make sure you never overstep the mark and always take into account the opinions of your peers.”

“Years back, my company had (finally!) achieved pre-recession numbers. Looking at how we got there, I realized that by never giving up, never giving in and continuing to inspire your greatest asset—your people!—every day, anything is possible. Even digging out of a recession.”

Janet Elkin

***President/CEO & Partner
GHR Healthcare***

#womenINstaffing

Janette Marx
Global COO
Airswift

#womenINstaffing

“A mentor suggested I open myself up to relocating my family for a big promotion. I learned that when I opt-in to the discussion, my future can take positive, unforeseen turns. Being open to something new catapulted my career to where I am today.”

“One week after I launched Gerard Stewart, a global human capital firm asked me to change my retained search model and to conduct executive searches on a contingent basis. Tempting as it was, I stuck to my guns—and my long-term vision for the company. One week later, the company called back and agreed to our retainer. The lesson? Saying no to the wrong opportunity can lead to the right one.”

Lisa Maxwell

***Founder & Managing Partner
Gerard Stewart***

#womenINstaffing

“Winning a major contract in 2007 quadrupled our size and made us one of the fastest-growing companies in the country. It wasn’t easy. It taught us, firsthand, the power of a great team and determination. The combination can help you do anything.”

Nina Vaca

Chairman & CEO

Pinnacle Group

#womenINstaffing

“Artech was a small business when we were tasked with proving to a large client why we shouldn’t be cut from their program. We were put to the test and came out on top. The win and confidence boost was a defining moment in our (and my) history.”

Ranjini Poddar

Co-founder & CEO

Artech Information Systems L.L.C.

#womenINstaffing

“When I started offering associates benefits, everyone thought the business couldn't survive the expense. We didn't just survive—we thrived. It reminded me to stay true to my Applicant-Centric™ vision for the company. It's been key to our success.”

Rebecca Cenni-Leventhal

Founder & CEO

Atrium Managed Services & Staffing

#womenINstaffing

“Step out of your comfort zone. I’ve learned on many occasions in my career that getting uncomfortable and taking risks might mean being a little afraid, but the rewards and realization of possibilities is infinitely greater.”

Rhona Driggs

President

Volt Consulting Group

#womenINstaffing

“The most defining experience of Mee Derby was evolving from a traditional office environment to a virtual company. This promotes a great work/life balance, fosters collaboration, fuels great work and results in record growth. Lessons? Surround yourself with great people. Take risks. Always be learning. Show your team, candidates and the industry that you care.”

Robin Mee

***President & Founder
Mee Derby***

#womenINstaffing

"One attribute to success in my career was a change in perspective. Early in my career, a book premised on the power of positive thinking compelled me to set big goals, value and believe in myself, circumvent excuses, fight mediocrity and find a way to excel. Maintaining this mentality has been fundamental in overcoming adversity and achieving success."

Tammi Heaton

***COO & Executive Vice President
PrideStaff, Inc.***

#womenINstaffing

“While launching a new education staffing solution 20 years ago, I learned how a team’s talent, passion, energy and understanding of customer needs can create a market-leading product that connects great people with meaningful work—our industry’s noble purpose!”

Teresa Carroll

***EVP & President, Global Talent Solutions
General Manager, Sales/Marketing/HR
Kelly Services***

#womenINstaffing



Do you have advice to share on achieving success in staffing—or beyond? Use #womenINstaffing to share your insights.

We want to hear from you!

Reach out with questions, comments or let us know if you'd like to participate in a future eBook by sharing your advice.

ClearEdge Marketing
info@clearedgemarketing.com
312.731.3149

