# The career advice I wish I got from my dad



## Your discomfort with self-promotion will cost you.

### Don't

Wait for your work to speak for itself

#### Do this

Say: "I led the project that increased revenue 20%"



## Building relationships isn't networking. It's survival.

### Don't

Treat connections like transactions

#### Do this

Ask: "How can I help you?" not "Can you help me?"



## The room where decisions happen? You belong there.



Shrink when you're the only woman present

### Do this

Sit at the table, not in the chair against the wall



## Your voice matters more than your volume.

### Don't

Mistake being loud for being heard

#### Do this

Speak with conviction: "I recommend we..." not "Maybe we could..."

### Mentors are good. Sponsors change your life.

### Don't

Confuse advice-givers with door-openers

### Do this

Find someone who will advocate for you behind closed doors



## Confidence isn't about feeling ready.

### Don't

Wait until you feel 100% qualified

#### Do this

Apply for that role when you meet 70% of requirements

## Discussing money isn't impolite. It's essential.

### Don't

Accept the first salary offer without negotiating

#### Do this

Research market rates and say: "Based on my research, the range is..."



## Your ideas deserve credit not silence.

### Don't

Let others repeat your idea and get the recognition

#### Do this

Follow up immediately: "Building on what I said earlier..."



## Being likeable won't get you promoted.

### Don't

Prioritize being liked over being respected

### Do this

Make tough decisions and own them: "This is the right call because..."



# Your daughter is watching how you speak about her potential.

She's listening when you tell her she belongs anywhere.

That voice becomes her inner compass.



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