I WISH PEOPLE TOLD ME THIS STUFF

...WHEN I WAS IN COLLEGE
CONSIDER THIS...

IF YOU HAD A MENTOR FOR AN HOUR

How would you make the most of this hour?
Ask questions that matter to you!

What's one thing you're hoping to take away from this?
The First step isn’t GLAMOROUS – but it’s a STEPPING STONE

Year 2001

$ Earning $15/hour

Unloading trucks & Containers

Long hours
<table>
<thead>
<tr>
<th>Year</th>
<th>Location</th>
<th>Position</th>
<th>Company</th>
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</thead>
<tbody>
<tr>
<td>2000</td>
<td>Grad</td>
<td>UNM BBA – Prod &amp; Ops Mgt</td>
<td>Grad – UNM BBA – Prod &amp; Ops Mgt</td>
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<tr>
<td>2001-2002</td>
<td>Houston</td>
<td>Logistics Coordinator</td>
<td>Smith &amp; Associates</td>
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<td>2004-2006</td>
<td>Houston</td>
<td>Local Territory Sales</td>
<td>USF Reddaway</td>
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<td>2007-2008</td>
<td>Houston</td>
<td>Strategic Sales</td>
<td>Pegasus Logistics Group</td>
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<td>2010-2012</td>
<td>Denver</td>
<td>Local Territory Sales</td>
<td>AIT Worldwide</td>
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<tr>
<td>2012-2015</td>
<td>Denver</td>
<td>Station Manager</td>
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<td>2015- Present</td>
<td>DFW</td>
<td>VP Regional Sales</td>
<td>Pegasus Logistics Group</td>
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</table>
QUESTIONS YOU SHOULD THINK ABOUT

- What am I passionate about?
- What am I doing to improve myself?
- When do I get outside of my comfort zone?
WHAT AM I PASSIONATE ABOUT?

- FOCUS ON WHAT EXCITES YOU, WHAT MOTIVATES YOU
- SPEND TIME ON TOPICS THAT COME TO YOU NATURALLY

- PDP – Professional Development Program
- Customer Relationships and client meetings
- Mentoring and challenging our recent graduates
WHAT AM I DOING TO IMPROVE MY SELF?

- Learn about your “soft skills”
- Read the news – know your surrounding industries
- Learn a new skill
- Listen to Podcasts & Read Books!
- Acknowledge that you don’t know
WHERE PRECISION & PROCESS MEET

QUESTIONS YOU SHOULD THINK ABOUT

WHAT AM I DOING TO GET OUT OF MY COMFORT ZONE?

• Get involved in activities outside schoolwork (APICS, CSCMP, Networking groups)

• Professional networking opportunities (Career Fairs, etc.)

• Find a mentor
RECOMMENDATIONS
& RESOURCES

PODCASTS

• The Daily by New York Times
• The Journal by Wall Street Journal
• TBOY (Originally part of Robinhood)
• Masters of Scale with Reid Hoffman (Creator of LinkedIn)
• How I Built This with Guy Raz on NPR

BOOKS

• Shoe Dog, Phil Knight (Creator of Nike)
• The Ideal Team Player, Patrick Lencioni
• Extreme Ownership, Jocko Wilink & Leif Babin
• Atomic Habits, James Clear
• Can’t Hurt Me, David Goggins
EXPAND YOUR EXPERTISE

Relentlessly Resourceful

Values and Moral Compass

Find your Purpose
OBSESSED WITH YOUR SUCCESS

Daniel Medalie
dmedalie@pegasuslogistics.com
(720) 252-3233
PEGASUSLOGISTICS.COM