HEATHER DOWNING

THE **VISIBLE** DEVELOPER

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HEATHER DOWNING

Passionate lover of all things mobile and object-oriented.

Experience working on Fortune 500 enterprise-level .Net and mobile applications.

Entrepreneur focused on public, consumer-facing sites and apps that enhance our everyday life.

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HEATHER DOWNING

Innovation

Enterprise

Consumer facing

Speaker

What do you *want*?

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Why *others* get promoted *before* you

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WHY DOES THE IDIOT GET THE RESPONSIBILITY

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THE OTHER HALF OF YOUR JOB

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DO THINGS, TELL PEOPLE

Externalizing thought leadership

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WORKING HARD AND DOING A GOOD JOB IS INSUFFICIENT

LEADING BY EXAMPLE EXTERNALLY DEMONSTRATES ABILITY

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Why you should *network*

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IT DOESN'T MEAN WHAT YOU THINK IT MEANS

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THE WRONG WAY TO NETWORK

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THE RIGHT WAY TO NETWORK

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NETWORK IN PERSON

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Branding and Social Media

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BE YOUR HONEST SELF

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POST WITH PURPOSE

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SPEAK LIKE A HUMAN

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BE MODERATELY RESPONSIVE

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IF YOU AREN'T ONLINE, YOU ARE OUT OF SIGHT

AUTOMATE YOUR ONLINE THOUGHT STREAM

MAKE SURE YOU HAVE A WEBSITE DEDICATED TO YOUR WORKS

Why attitude *matters*

LIFE ISN’T FAIR

Habits of well known developers

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THEY PAY ATTENTION TO WHAT OTHERS VALUE

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THEY CHOOSE THE RIGHT PLACE FOR THEIR TALENTS

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THEY FOCUS ON BIG PICTURE THINKING

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THEY ARE COMFORTABLE WITH BEING UNCOMFORTABLE

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THEY LIKE THEIR COLLEAGUES

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"Empathy is being concerned about the *human*…
…and not just their output."

–SIMON SINEK

How to become a *trusted* voice

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Don't schmooze.
Just engage and
be positive and
respectful.
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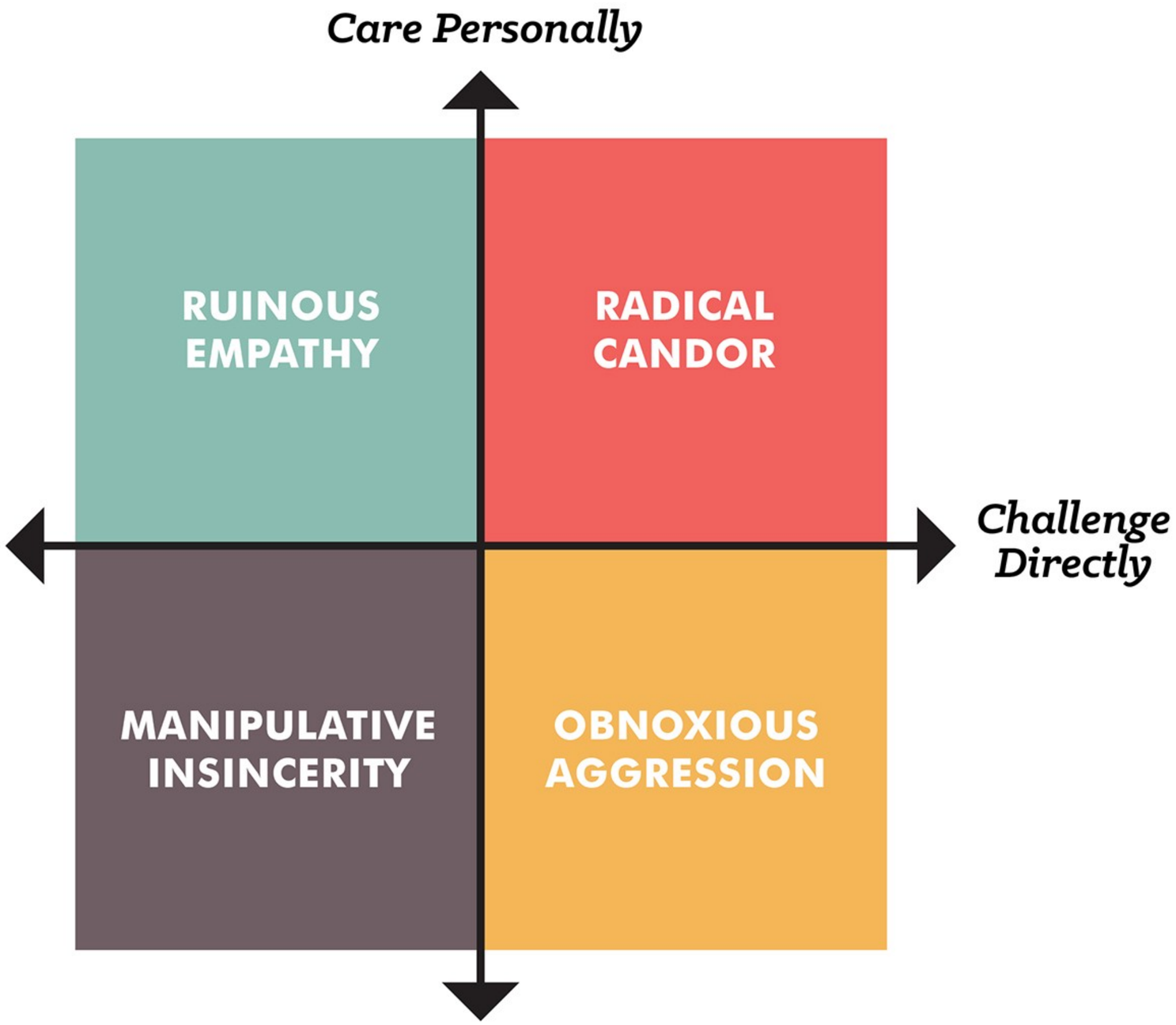
Care Personally
RUINOUS EMPATHY
RADICAL CANDOR
Challenge Directly
MANIPULATIVE INSINCERITY
OBNOXIOUS AGGRESSION

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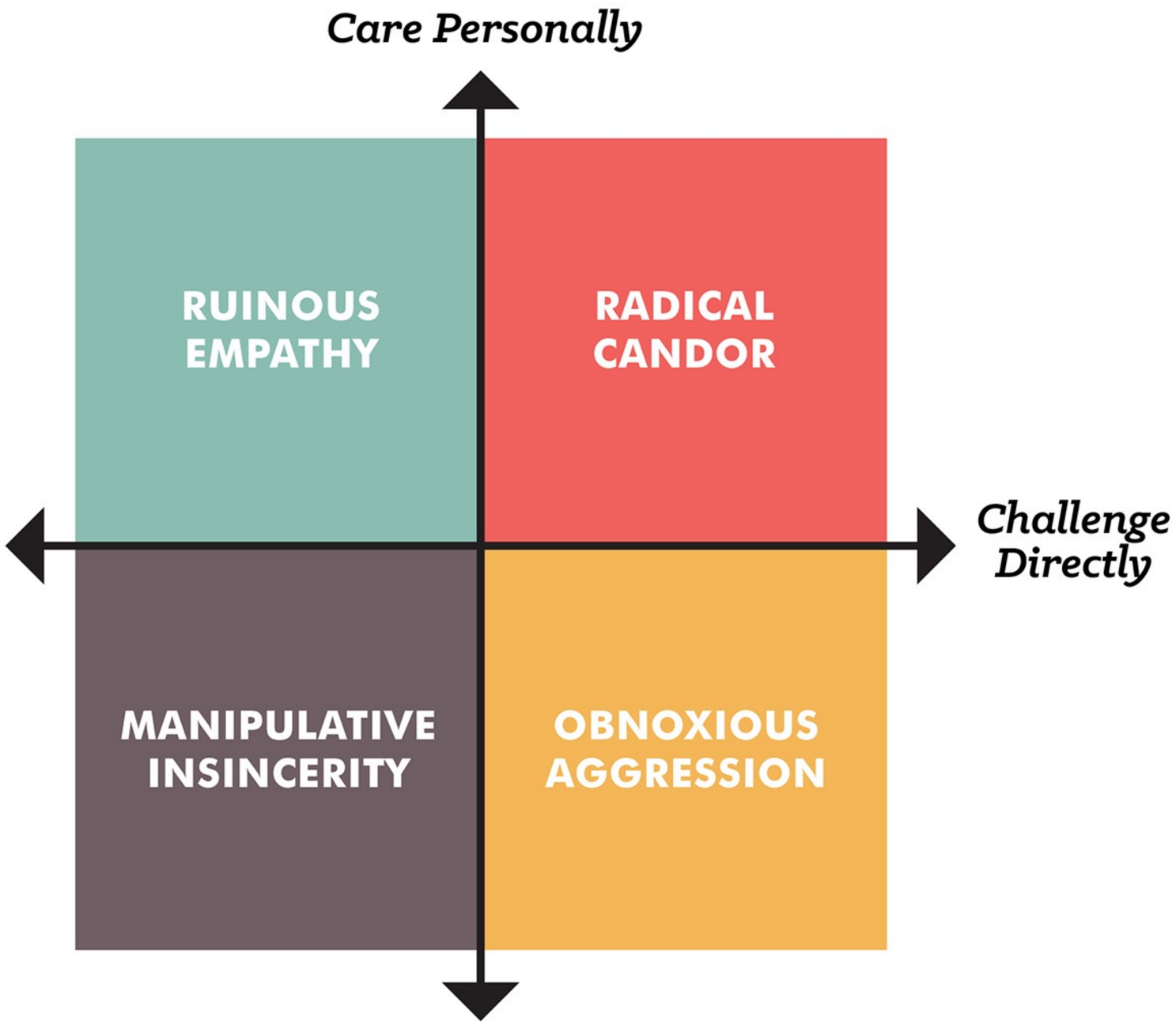
RUINOUS
EMPATHY

MANIPULATIVE
INSINCERITY

OBNOXIOUS
AGGRESSION

RADICAL
CANDOR


Care Personally
RUINOUS EMPATHY
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TRULY OPEN CONNECTION WITH OTHERS

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HABIT

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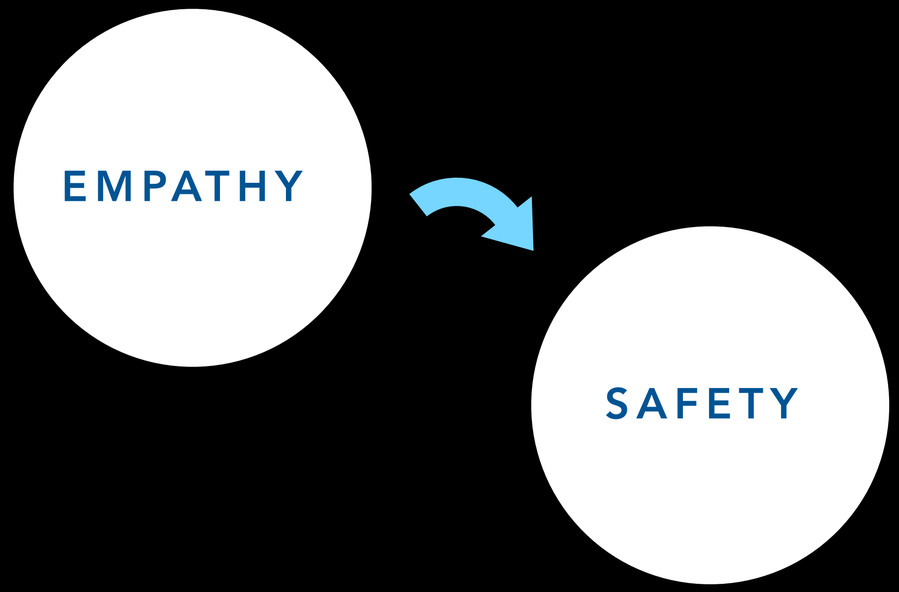
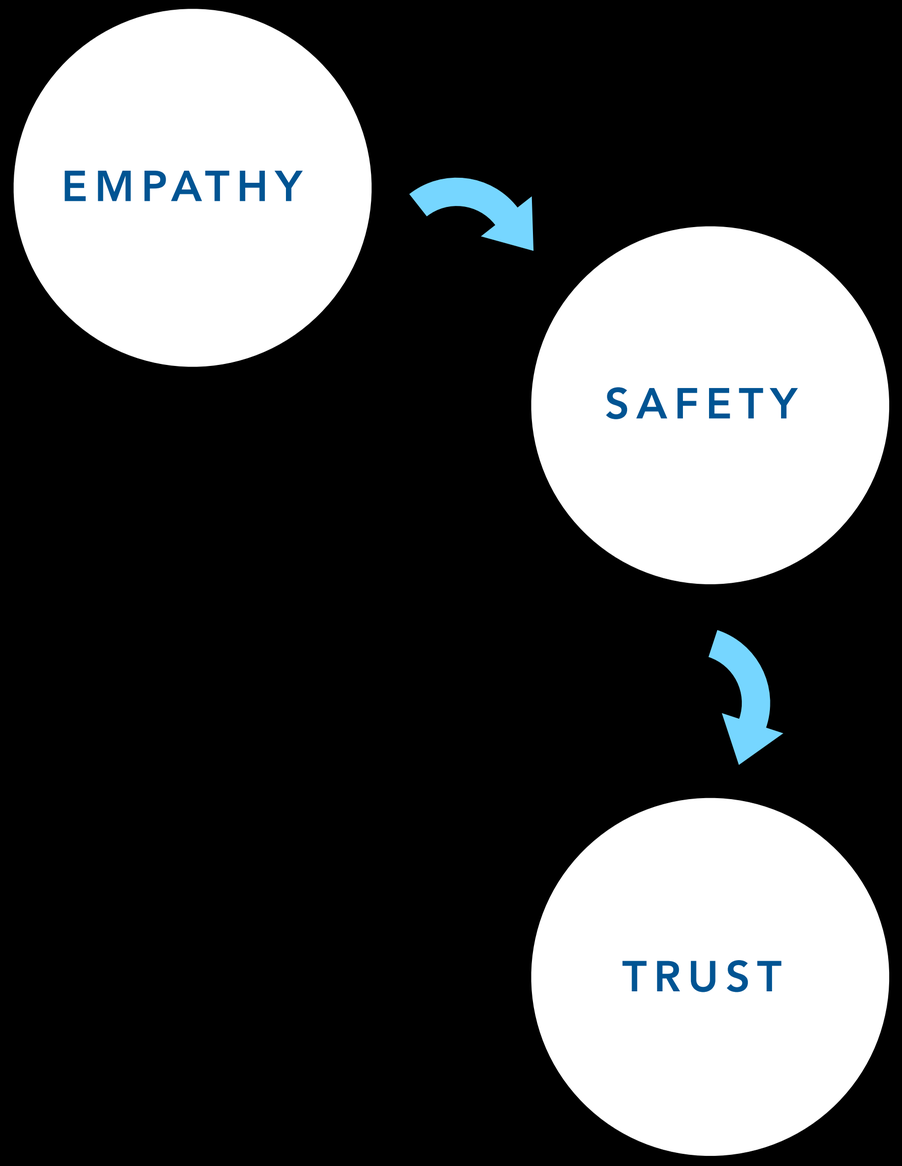
EMPATHY


EMPATHY
SAFETY



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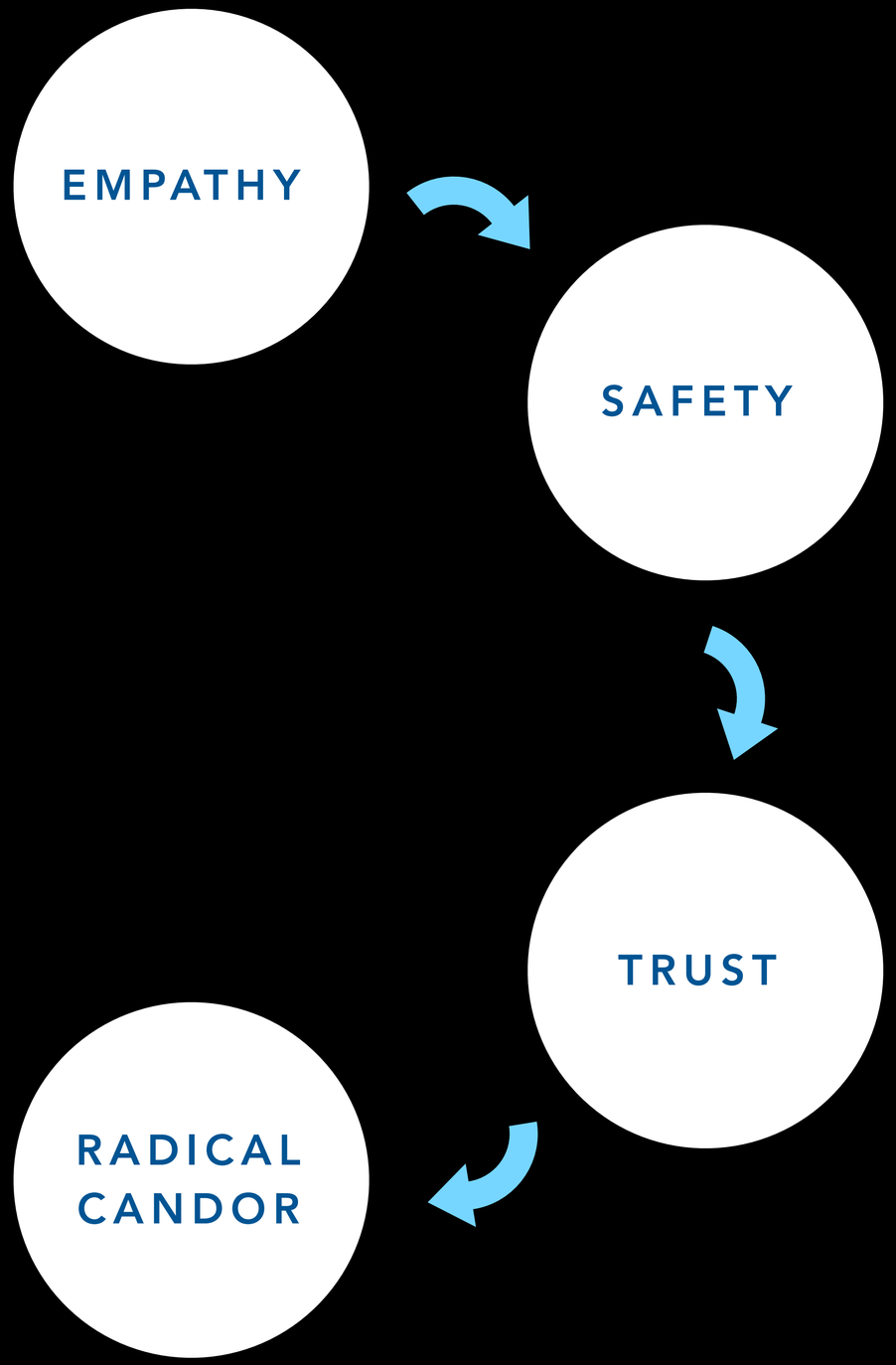

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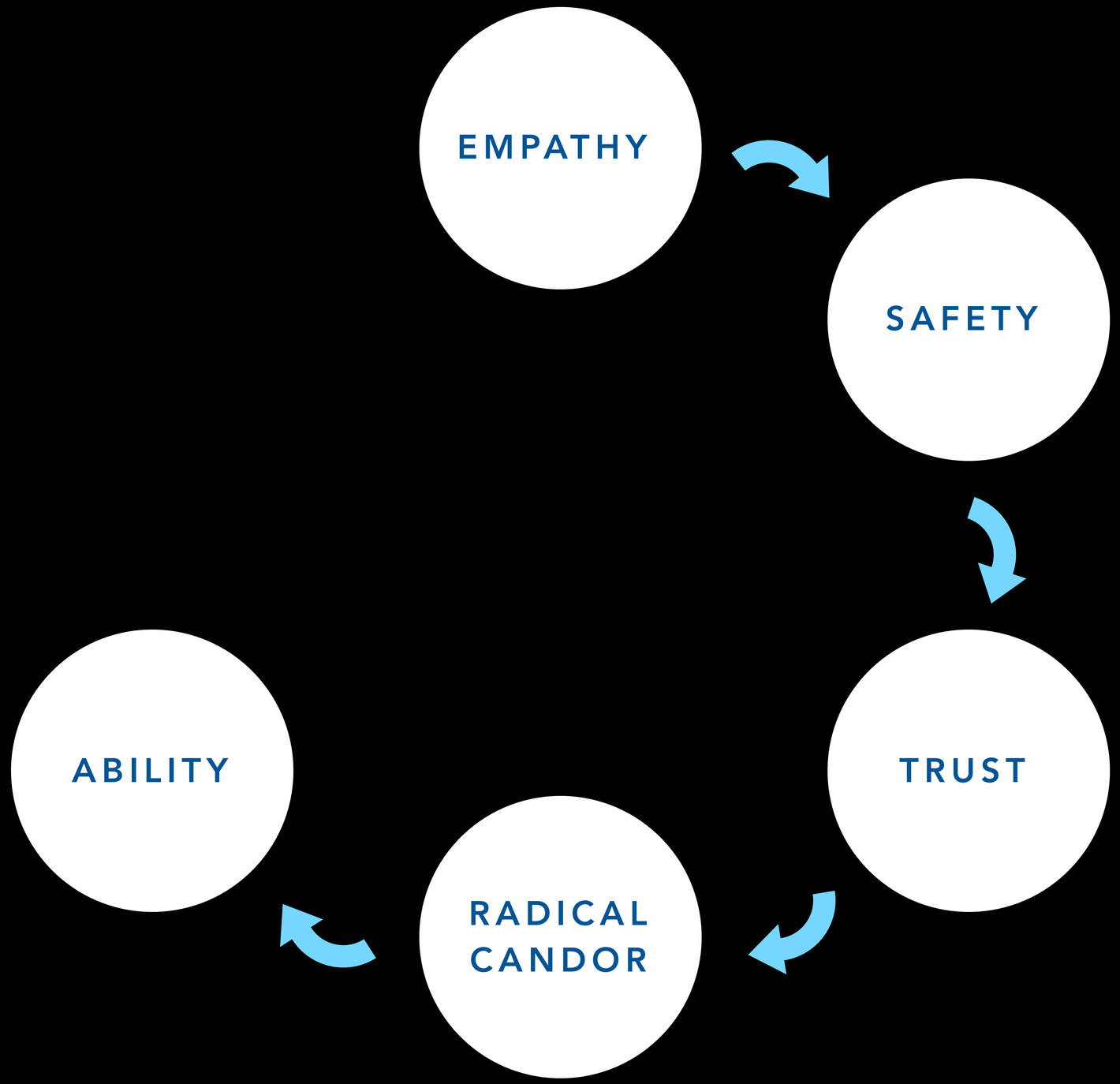

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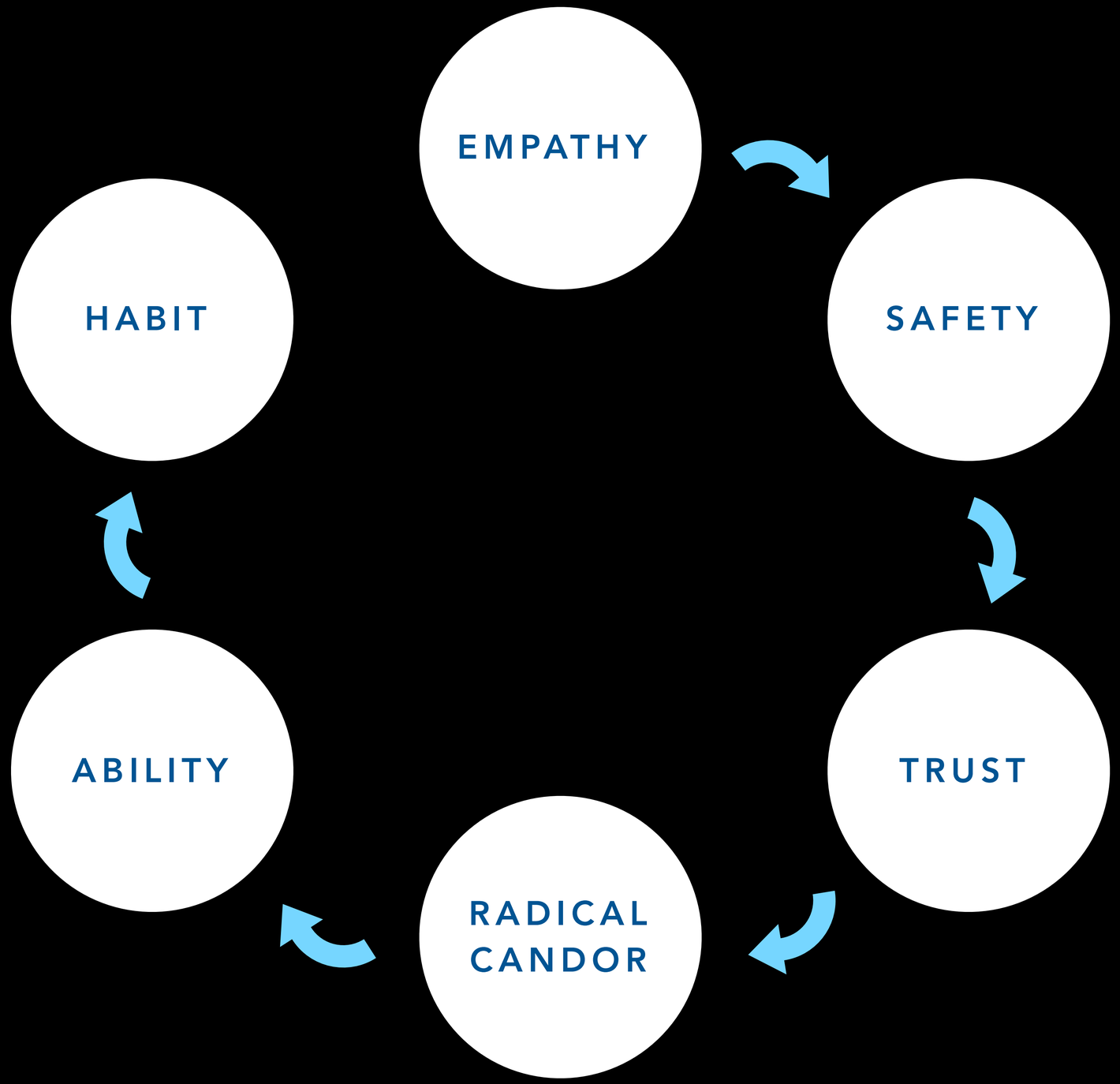

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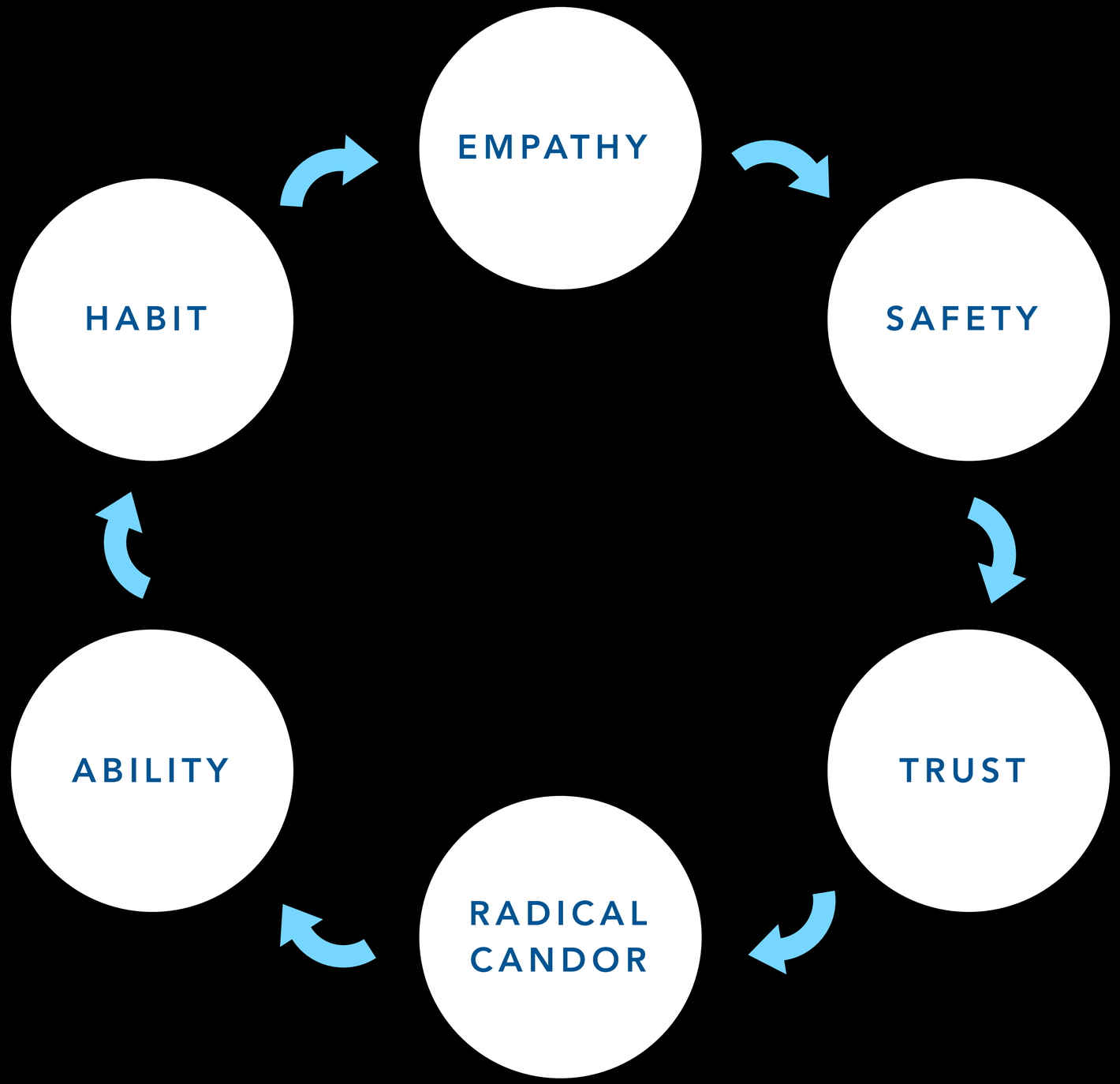

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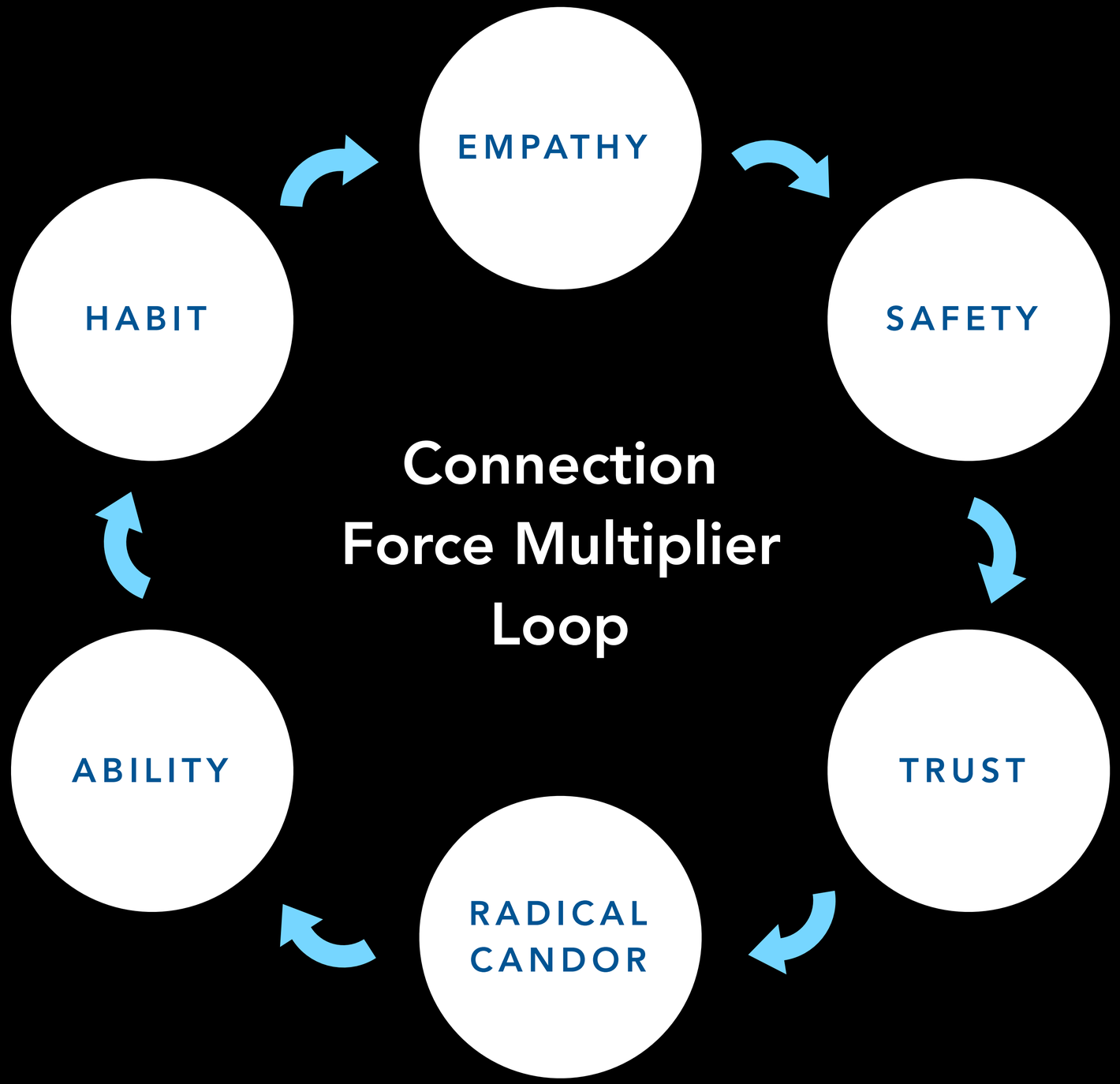
EMPATHY
SAFETY
TRUST
RADICAL CANDOR
ABILITY
HABIT
Connection Force Multiplier Loop

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FORCE MULTIPLIER

X CAREER

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FORCE MULTIPLIER

X HAPPINESS

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FORCE MULTIPLIER

X IMPACT

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"People will forget what you said, people will forget what you did, but people will never forget how you made them feel."

–MAYA ANGELOU

CAREER ADVANCEMENT

Skill

Attitude

Luck

Opportunity

TO BECOME **VISIBLE**,
SHOW OTHERS THAT YOU SEE THEM FIRST

TO BECOME **VISIBLE**,
SHARE WHAT YOU'VE DONE OFTEN

TO BECOME **VISIBLE**,
INSPIRE BY EXAMPLE

If you want to stand out from the crowd, give people a reason not to forget you

— Richard Branson —

AZ QUOTES

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Be so good they can’t ignore you

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Know that you are good enough.

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Don’t hide it.

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STAY CURIOUS.

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Heather Downing

@quorralyne | quorralyne@gmail.com | www.quorralyne.com