









AUTOMATE YOUR CAREER WITH A PERSONAL BRAND

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WHAT IS A PERSONAL BRAND?

Reputation - What do people get when they work with you?

Taking that online takes it to the next level.





WHEN A PROSPECTIVE EMPLOYER SEARCHES FOR YOU ONLINE, WHAT WILL THEY FIND?

Will it open the door and make the interview an afterthought?

Will your reputation precede you?





PERSONAL BRAND AS ART

- Mission
- Message
- Media





WHY ARE WE HERE?

We want to learn.

Who do we learn from?





MISSION: HELP PEOPLE







WHY BUILD A PERSONAL BRAND?

Help others.

Bi-product: Automate your career.





MESSAGE WHAT DO ITALK ABOUT?

- Niche intersection of two interests
- Problem solving what did you fix last week?
- Real world need
- FAQs
- Research in the field and lab





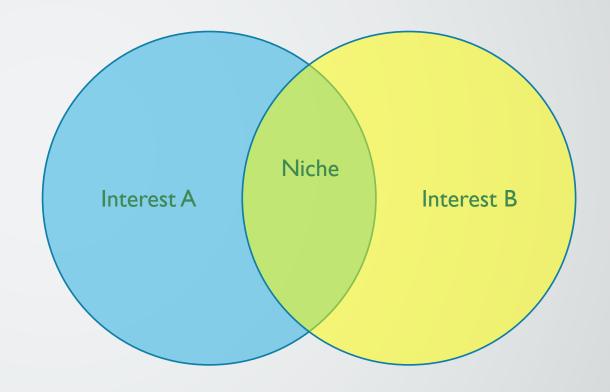
MESSAGE: NICHE WHO AM I? WHO IS MY AUDIENCE?

Plenty of people do A.

Plenty of people do B.

But few do A & B.

That's your niche.







MESSAGE: THE PROBLEM SOLVER DIRTY JOBS / DO HARD THINGS

- Think of the technology or challenge you dread the most...
- PKI, migrations, integrations, refactor X to Y, MacOS automation, database tuning, etc.
- @QuinnyPig AWS bill deciphering
- @nocentino Intersection of PowerShell and Linux (among other things)





MEDIA: YOUR CANVAS CHOOSE A COMBO WITH AN ANCHOR







MEDIA: IDENTITY HOW OTHERS RECOGNIZE ME ONLINE

- Social media handle knowem.com
 - Unique across all social platforms
 - Memorable
 - Not tied to your company or job title
- Headshot / Avatar fiverr.com @marcduiker
 - Your brand logo for visual recognition
- Bio
 - Credentials
 - A personal interest
 - Endorsements









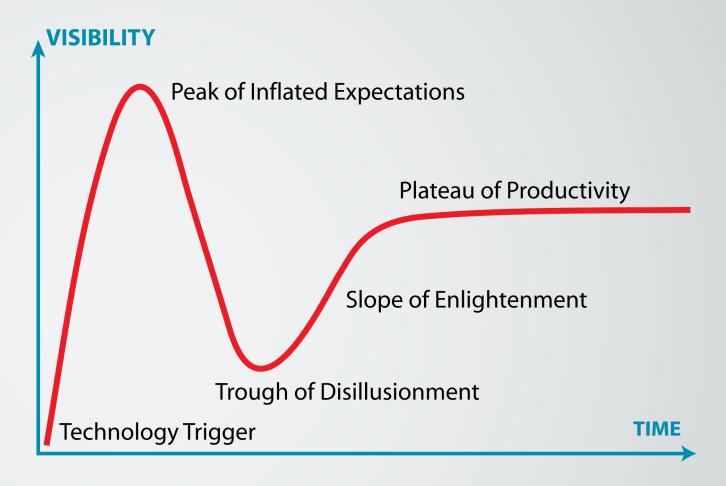
SUCCESS FACTORS

- Mentors
- Content creators community
- Consistency
- Journal: ideas, stories, humor, analogies
- Practice / doing it
- Community / Social
- Take the long view. SpaceX/Blue Origin didn't happen in a day.





COMMITMENT



By Jeremykemp at English Wikipedia, CC BY-SA 3.0, https://commons.wikimedia.org/w/index.php?curid=10547051 https://en.wikipedia.org/wiki/Gartner_hype_cycle





CARE AND FEEDING

- Review metrics What landed? What didn't? Surprises about what sticks
- File kudos use them to endorse your credibility later, justify the effort
- Answer comments
- Behold the long tail! Accumulated content will take on a life of its own.
 - Occasionally I get messages from people about content I wrote 5-10 years ago.
- Promotion If you believe in your content, don't you want to help more people?
 - See Superfans by Pat Flynn





THINGS I GOT RIGHT

- Addressing real world needs with thorough solutions. Do good work.
- Engaging in community (Twitter, user groups, conferences)
- Highlighting the work of others
- Adding personal flavor
- Metrics (Google Analytics, views, countries, linked from, linked within, etc.)
- Following advice of mentors
- Catching a tech wave when people are searching for answers
- Impacting lives of readers





THINGS I GOT WRONG

- Social media handle tied to my former job title
- Talking too much about myself
- Spamming forums with my latest post, without building relationship in those forums
- Not following advice of mentor (missed a tech wave)
- Getting "the big head"





ELEPHANT IN THE ROOM: TALKING ABOUT YOURSELF

- Most folks don't like arrogant, conceited people. I don't want to be "that guy".
- It's awkward. I still don't like it. Sometimes it's necessary.
- Humbly establish your credibility with a new audience using the words of others:
 - "Attendees of Ashley's sessions have said that he is both informative and entertaining."
- Give attention to the help, not yourself.
 - Put focus on the problem you're solving and how to help your audience.
- Don't open your presentation with you. Open with the problem or story or attention thing.
 - Advice from Dr James Whittaker (nsfw?). Make your content so good they ask about you afterward.





3,000 YEAR OLD PERSONAL BRAND PROVERBS

Proverbs 22:1 - REPUTATION

A good name is to be chosen rather than great riches,

and favor is better than silver or gold.

Proverbs 22:4 - HUMILITY

The reward for <u>humility</u> and fear of the Lord is riches and honor and life.

Proverbs 27:2 - ENDORSEMENT

Let another praise you, and not your own mouth; a stranger, and not your own lips.

Proverbs 27:21 - CAUTION

The crucible is for silver, and the furnace is for gold, and a man is <u>tested by his praise</u>.





HOW DO I BUILD A PERSONAL BRAND? MISSION, MESSAGE, MEDIA

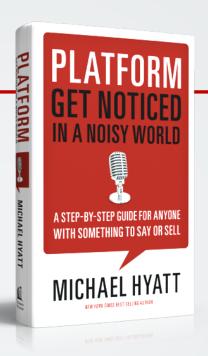






RESOURCES

- Michael Hyatt Platform
- Pat Flynn Superfans
- Avatars / Headshots
 - Fiverr.com graphics / music
 - @marcduiker 8bit
 - @reverentgeek David Neal
- Knowem.com handle search
- Toastmasters
- LinkedIn / Twitter Let's continue the conversation.









From: David ******

Sent: Tuesday, August 29, 2017 11:39 AM

To: Ashley McGlone (GOATEEPFE)

Subject: RE: New-TimeSpan -Start '9/1/2017'

Thank you for all your contributions to the community. Your work has had a tremendous impact. Here is a 30,000' view of how it has helped my career:

- Helped me get out of a bad job into a good one.
- Caused an employer to create a position to promote me into.
- Had enough fun with it that I put 'PowerShell Enthusiast' on my LinkedIn profile, resulting in a cold-call from my current employer, MSFT.

Best wishes in your future endeavors,

-David







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https://github.com/GoateePFE/PowerShellSummit2022



