



EP. 126 AVNET CEO PHIL GALLAGHER

WITH HOST DON YAEGER

(3:50) Culture is tough to see, but you can _____.

(9:15) _____ matters. It is the one thing you can control every day.

(9:35) Ask for help. It is not a sign of _____, it is a sign of strength.

(10:30) *Never forget how you got to where you are. Go back and thank the people who helped you regularly. Reflection Question: Name three people that helped you get to where you are today. Write them a card or leave them a voicemail this week. What will you say?*

(11:00) Most executives are not nice because they are in a high-ranking position. They are in a high-ranking position because they are _____.

(14:30) *"Some people need a kick in the butt, others need you to throw your arm around them and nurture them a bit." Reflection Question: Pick two people on your team. What kind of motivational style works best for each?*

Name:

Name:

Answers:

feel it
attitude
weakness
nice

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Together we can add value to people who multiple that value to others.