



## EP. 134 SIRUSXM DENISE KARKOS

WITH HOST DON YAEGER

(3:45) Every job I've had since then has been about \_\_\_\_\_, not resumes, it's \_\_\_\_\_. If you can build a group of people who want to help you with your pursuit, people are usually up for the challenge to help you. I asked people above me if I could take them out to coffee and I told them I wanted to understand what they did. Make it easy for them!

(7:10) Give \_\_\_\_\_ you can apply immediately.

(17:00) I started off my town hall meeting vulnerably by saying, "I hope everyone is having a good week, I actually have had \_\_\_\_\_. I was in a meeting yesterday and I feel like I gave it a C effort... But this morning, I went for a run. And as I was cooling down, I told myself that when the song ends, the negativity is going to stop, I am going to put it behind me." I got more comments about that than anything I had done the whole prior year.

(26:30) Reflection Question: In what area of your life do you have "ten more minutes left in you" as Denise did in her soccer sprints?

(32:50) When I first got promoted to CMO, I got on my all department call to let them know, \_\_\_\_\_ I made it about the department. When SiriusXM's CEO talks about marketing on an earnings call I chat my team and say, "I hope you didn't miss that, that is YOU! We earned airtime on the most important call on our CEOs calendar because of the work you have done." Help your team recognize when they have achieved something and unite them.

**Answers:**

relationships  
specific feedback  
a tough week  
we all got promoted today

A photograph of Sean McDermott, the head coach of the Buffalo Bills. He is wearing a white Buffalo Bills cap and a blue long-sleeved shirt with the Bills logo on the chest. He is giving a thumbs-up gesture.

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**MCDERMOTT**

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