



SAILPOINT TECHNOLOGIES CEO MARK MCCLAIN

WITH HOST DON YAEGER

DonYaeger

Don's favorite quotes from this episode:

- Spend 90% of your time doing your job exceptionally well and 10% intentionally building your career. Neglect either side, and you risk becoming the networker no one trusts or the workhorse no one promotes.
- If you spend all your time networking and none executing, people notice—and not in a good way.
- You can't live life at a sprint—learn when to push hard and when to pull back.
- Re-correct early. A one-degree drift today becomes a missed moonshot tomorrow.

Reflection Questions:

Do you naturally lean more toward excelling in your current role—or toward networking to advance your career? What's one practical way you could apply the 90/10 rule to your life this quarter?

Think about a recent “unbalanced” season. How did you rebalance, and what would you do differently next time?

Bring Don's inspiration and tools for culture transformation to your team!

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STORYTELLING IS THE DIFFERENCE BETWEEN GOOD AND GREAT

The good news is the Art of Storytelling can be learned!

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“

**Don Yaeger is the greatest storyteller
in the world today and what he teaches
will make an impact on your life.**

– John C. Maxwell

”

**When Simon Sinek
wanted to teach
storytelling to his
community he
called Don Yaeger.**



SPEAKING TOPICS

- ☑ The Art of Storytelling
- ☑ Individual High-Performance
- ☑ Building Great Teams
- ☑ Servant Leadership

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AT YOUR NEXT TEAM MEETING?**

Check Don's availability:

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