



Rehearse Your Future

2020

Maximizing “YOUR” Future Personal Development

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Hector Ray – Author Career & Life Changing Champion



Hector Ray career has expanded for over 38 years of corporate experience with IBM as a Global Enablement & Technology Executive. Today he is a Career & Life changing Champion, and has done 100s of inspirational career and life changing talks based on his personal experience starting at the bottom of the corporate ladder.

Being a minority himself, Mr. Ray knows what it takes to succeed. He emigrated to the U.S. with his family in 1966, grew up in South Florida, and applied to IBM seven times before they ever took notice. He started as a tape librarian on 3rd shift; he's traveled from continent to continent bringing his energy, enthusiasm, and sensible advice to organizations and individuals across the globe.

He speaks on technology, innovation, career and life making decisions. He not only believes, but he's proof that you don't need talent to succeed, but everything else counts. He's an inventor and has a B.A. in management from Barry University and Executive MBA in Technology & Innovation Patent Commercialization from Florida Atlantic University.

He's also held numerous technical support responsibilities and has worked with the Fortune 1000 and midmarket companies relating to their e-business strategies. He played a key role in areas like; software branding responsible for cloud marketing. He's held key technical support roles related to commerce solutions, cloud computing, analytics, cognitive business and mobile computing. Hector has been a frequent presenter at many customer conferences relating to personal development *i.e. why professionalism still matters, thinking habits, career planning, leadership*, and with his background in technology he brings the latest in industry innovation and trends.

Hector has held numerous technical staff, management and project management positions in Information Systems. He was IBM's information systems manager supporting global manufacturing and laboratories.

Early in his career he worked in the Human Resources as employment manager and college recruiter during his 37 years with IBM. He's been a guest lectured at, Florida State University, University of Maryland and University of Nebraska on technology trends and personal development strategies. Today he is an associate professor at Palm Beach State College and is the author of two books: ***“You don't need Talent to Succeed, but Everything else Counts”*** and ***“Becoming better than we used to be”***

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Program Descriptions and Objectives: With our busy schedules it might be difficult to find time to think about who we are our strengths and weaknesses, our drives and personalities, our habits and values. Besides, many of us just aren't inclined to spend much time on self-reflection. Even when personal feedback is presented to us, we're not always open to it, because *honest* feedback isn't always *flattering*. Consequently, many of us have a low level of self-awareness. That's unfortunate, because **self-awareness** is an essential **first step toward maximizing our performance, development and skills**. Self-awareness can improve our judgment and help us identify opportunities for professional development and personal growth.

Hector developed the following programs to increase awareness and help individuals activate their better-self.

Agenda:

Topics of Presentations:

Welcome

T1 "Building Confidence through Commitment"

T2 "Effective Interviewing and Getting the Job"

T3 "Maximizing Your Future Performance"

T4 "Lead-er-Ship without Permission"

T5 "Why Professionalism Still Matters"

Summary & Closing

1. Building Confidence through Commitment!!

Based on his book "*You don't need Talent to Succeed, but Everything else Counts*" this presentation unlocks your inner capabilities to manifest your career and personal desires/aspirations. It will also give real life experiences and tips on how all of us have all the confidence needed for personal development. We all possess the ability to be able align our desires with our thoughts. The "everything else" is like a safe containing something precious. Imagine that it's secured with a combination lock you are virtually be turning the dial. Before you know it, you'll crack the entire code and confidently map your journey to a successful future.

2. Effective Interviewing and Getting the Job!!

More and more, employers are asking candidates behavioral interview questions. They use these questions to learn about how you have responded to circumstances in the past, so they can anticipate how you might respond in the future (when you are employed at their company). Don't be caught off guard! Learn how to prepare for these questions and demonstrate your fit for the job.

This session will help you enhance your WHY, your WHAT, and your HOW factors. Not only interview for the job but increase your chances of getting it.

3. Maximizing “YOUR” future Performance!!

When you hear "you are on track", do you believe it? Are you going backwards, treading water, improving or maximizing your personal development and student performance? How do you know when your career or goals is of purpose, or you are settling for that is the best I can do? You may be wondering "What can I rely on?" Being able to maximize your Future Performance empowers you to make the best decisions and gives you the best chance of achieving everything you want. If you want to maximize your personal and student performance, a consistent optimal approach is your best solution.

This session will help you evaluate and assess your strategy for performing at your optimal level. We will look at the as-is and a to-be plan that can help you get to the levels of performance you are striving for.

4. Lead-er-Ship without Permission!!

"You can manage people, but people prefer to be lead". Leadership is a dialectical, pro-active process wherein an individual persuades others to do something they would not otherwise do. We need to learn how to empower our skills, enhance our competence and energize our "serving leadership" power. Most people think only executives, managers, and project leads possess any leadership skills, but the facts reveal another truth - the ability to lead others is held by those who know they can lead from any position. While knowing a great leader can certainly improve the quality of people's life, understanding how to become one your-self is the most important step of achieving your own successful life and career. People with leadership qualities are almost always the ones that rise above the crowd. For you, the good news is that you can study, learn and apply good leadership traits to your life in a purposeful way.

This session will ask provocative questions and provide you with a view of various leadership styles that can help you activate the leader in you. No one owns leadership, just start to lead from where you stand.

5. Why Professionalism Still Matters!!

The dictionary defines professionalism as the “meticulous adherence to undeviating courtesy, honesty, and responsibility in one’s professional life”. Does professionalism matter? For sure! Most people have difficulty defining it, but most of us can recognize the professional qualities in people we admire in our career. “You never get a second chance to make a first impression” is at the heart of professionalism. We must create a healing atmosphere through our first impressions with everyone we meet, especially the people we do business with.

This session will provide reminders, personal assessment and answers why professionalism matters more today than ever before.

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Testimonials: *I cannot express enough gratitude and appreciation for your time dedicated to Green Children's House today. You have the words and the abilities to move mountains and the feedback from our teachers was very beneficial and outstanding. We are so fortunate to have someone like you in our community and to provide us sage advice on a moment's notice is something that has made a difference for our staff and certainly to me.* **Dominique D. Louis - Executive Director - Green Children's House**

"Thank you so much for the presentation that you gave this morning, it was really interesting. In a way I think that I have heard many of the points that you talked about from other people, but it is always good to hear that they work when you apply them correctly. The way that you presented the topics was also very informative, real (sharing your own experience) and entertaining. I also thought that you presented everything in a very positive way, which I really appreciated." **Eduardo A. - Bogota, Colombia**

"Thank you for taking the time to present today. Your insights and thoughts on attitude and expectation were quite valuable to me." **Gary P. - New York**

"I wish I had heard this presentation when I was 18. As you said, it is common sense, much of it is what we know, but your ability to organize and articulate it in an easy to understand, actionable, coherent, thoughtful yet simple manner is fantastic. Thank you very much for taking the time to do this for us. Really first rate". **Rod C. - Miami, Florida**

"I wanted to tell you that your presentation on "How to talk to your manager and actually make it happen" was EXCELLENT. The information provided was very helpful". **Don O. - St. Louis, Missouri**

"I really enjoyed your presentation and learned some interesting techniques on how to think about my career. In one word, your talk was "inspirational". **Niraj J. - Phoenix, Arizona**

"Thank you for your time and efforts. It was a tremendous addition to our session and very well received by students. Your message was inspiring, and the students had a lot to absorb. Hopefully we can arrange a repeat performance". **Natalya S. MS, PMP® - Associate Director Executive Programs Florida Atlantic University**

I am thankful that I managed to make it to the FAU information session last night and that I had the opportunity of hearing you speak. I do, however, regret that I didn't have a note pad with me, because you said some very interesting things, and pointed out some very interesting statistics. Again, thank you for a wonderful presentation, and please add my email to any mailing list that you may be compiling. **Dimitrios F. Boca Raton, Florida**
