

Getting Paid to Grow the Bottom Line

Don Phin, Esq.



About Don Phin, Esq.



- Attorney since 1983
- Developed and sold HR That Works to ThinkHR
- Ran the Chief Relationship Officers Forum, now a Vistage HR Group Chair
- Spoken to thousands of CEOs and HR executives
- Author of six books and dozens of training programs

HR is about...

YOU

Question is...

Do You
Believe
in You?

The Challenge: HR is Viewed As...

- A corporate wasteland
- An expense
- Boring
- Administrative
- Somebody who says “no”

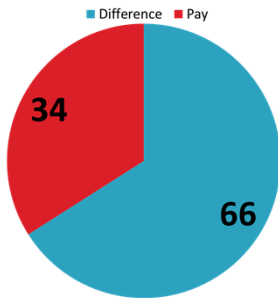
The Result...



Seize the Opportunity!



What's Your Why?



Question:

**What would you do
if you knew
you couldn't fail?**

What's Stopping You?



Don't be Mediocre

“Only
mediocrity is
sure of itself.”
-Paulo Coelho



Create a Plan for Your Career



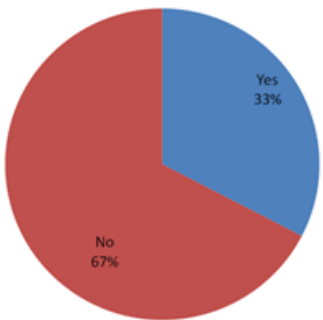
Strategic = Profitable



Strategic= Creative!



Employee Suggestions?



Network



Join a Mastermind Group



Are You Ready to Get Paid?



Go Where the Money Is



Show Your Value



Get Paid



Get Fired Up About You!



Repeat After Me...

- I believe in HR!
- I believe in myself!
- I know I can make a difference!
- I am ready to get paid!

...I AM HR!!

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