

# Pro Tips

## Prepping Yourself for Success After High School

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Steam Legacy High School  
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How I Do Anything is How I Do Everything





## Brendon S. David

Sr. Solution Engineer

- Oracle Corporation
- Software Applications
- Santa Monica Hub
- Sit Shotgun w/ Sales Team

# Today

- Brendon History: High School, University, Career
- The Journey
- Me 2.0 – Versions of Myself & Constant Calibration
- Brendon Today: Day to Day at Oracle & Activities

# My History



**Born:** Louisiana  
**Raised:** Dallas

Teenage Mom  
No Cash  
Working Class Family  
(oil refineries)

**Lots of Laughing!**



# High School Snapshot



## Richardson High School

- Biggest mix of students in district (race & \$\$\$)
- Oldest and most rundown high school in district

## Me

- Chameleon
- Shy
- B Student
- Track Team
- English Class
- History Class
- Field Parties
- Trying to be cool
- Terrible in math
- Horrible skin & teeth

# What I Heard



“We can’t afford it.”

“I don’t know how to...”

“We don’t have the money.”

“Those other people are lucky.”

“Those other people have access we don’t.”

# The Journey: Choice Was Mine





# Be the Best Version of Myself



# High School Jobs



Tom Thumb Grocery

City of Richardson  
Parks & Rec *(lifeguard)*



“Embarrassing”

“I work too hard  
For so little \$”

“I don’t want any girls to know.”

“Job is depressing”

“Pay is low”

“If I hear another Whitney  
Houston song, I’ll crack”

“I work too much”

“Never see friends  
from school”

“Can’t afford college”



“Make arduous tasks  
fun...somehow.”

“A good team can  
achieve good results.”

“It’s up to me to make it fun”

“Learn the signs for new job time”

“Patience for senior citizens”

“Hard work can = More \$”

“Paid for drivers ed class  
& braces”

“View into College world”

# Jobs - Ah Hah!



1. People hire who they know & **trust**.
2. People **trusted** me based on delivering when situations are tough.
3. **Delivering** is only possible when you can communicate. (Barnga!)
4. Paying dues is key, but knowing when to move on is just as important.

# College: The Big 5 Variables



1. Do you know what you want to do after highschool?
2. What is your family legacy of education or trade? Do you want to carve new path or build on theirs?
3. What's the criteria to even get in?  
(GPA, test scores, volunteer, skills, etc.)
4. How do I acquire the human & resume skills for requirements and highlight them?

Once the other 4 pieces are in motion, you'll find a way to procure funding (if needed). Trust me.

# College: My Experience

Richland  
Community  
College



Austin  
Community  
College



Texas State  
University



## Loved...

- Blazing my own path
- Was on my own
- Future was less bleak than high school days
- Chose my geography: Austin

## Stresses...

- How to get internships
- Stress about tuition costs & bills (aka: \$\$\$)
- Commute
- Juggling job, internship and class

# College: Courses

**Major:** Mass Communications

**Minor:** Japanese

## **Favorite Courses**

- Archeology
- Advertising
- Journalism
- Japanese
- Literature
- Sociology

## **Tough Courses**

- Media Buying
- Math
- Science

College: Jobs

**Lifeguard**

**Waiter**

**Bartender**

**Paid Intern**

# Getting Job After College

## Speak the Language

Terms, Trends, Opinions, Do you do the “dude bro”?

## Competitions

Did you compete in industry related events while in college?

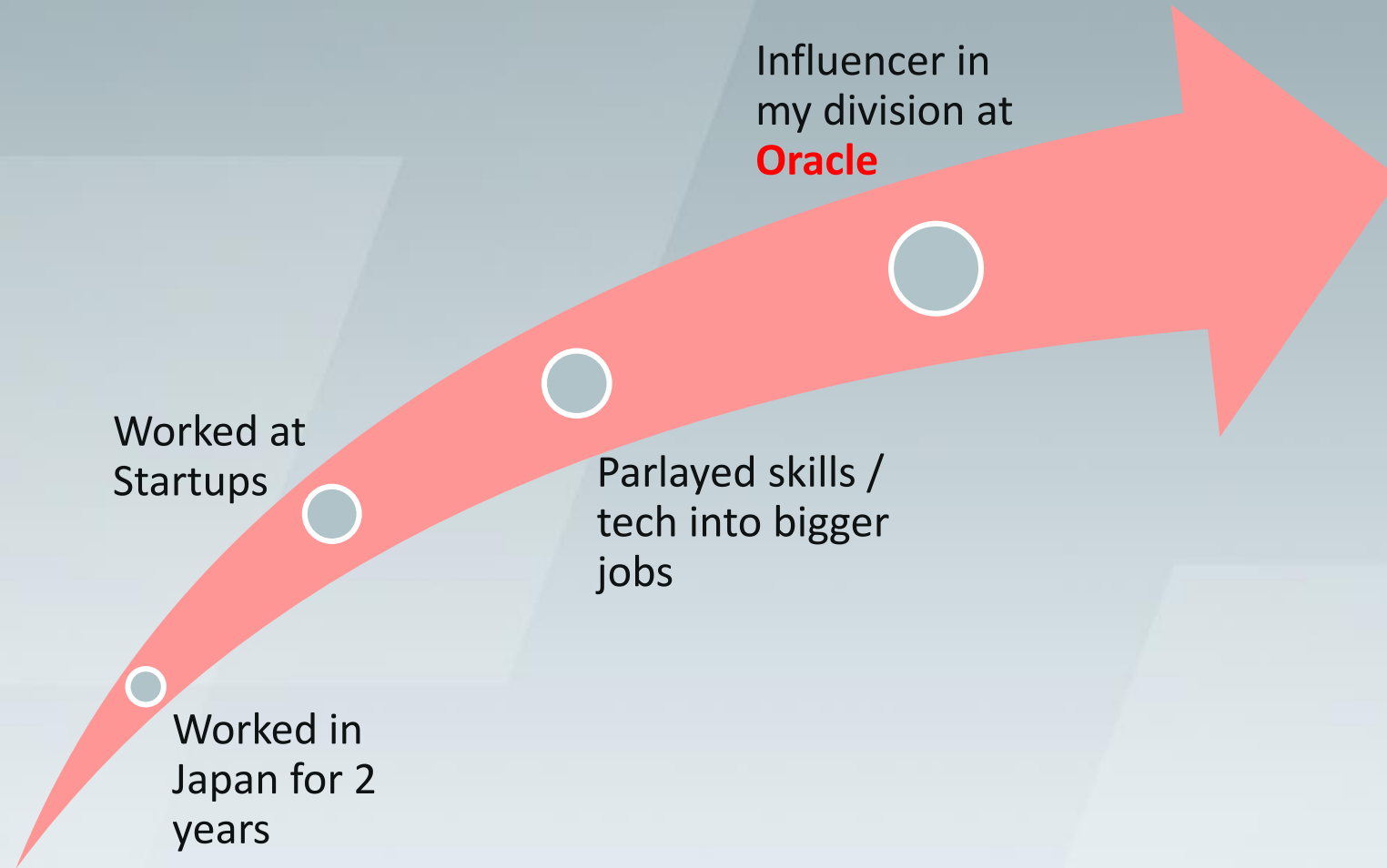
## Internships

What value did you provide?





# My Career Path



# My Career Milestones

## **1<sup>st</sup> Job After College**

JET Programme

## **Worst Job**

Working for “boss”, not a “leader”

## **Challenges in Career**

- Vulnerability
- Fear
- Willingness to stretch
- Taking the “right” risks
- Getting fired

# My Employer: Oracle

- **Founded 1977**
- **Redwood Shores**, CA (Headquarters)
- **140,000+** Employees
- **\$37.7 BILLION** Revenue (2017)
- **2<sup>nd</sup> Largest** software company in the world
- **17,000+** patents
- **420,000+** customers in 145 countries
- **1st Customer** was CIA in 1977



# Crystal Ball

- **Seek-out the scraped knees.**  
They'll heal.
- **What is your best human super power?**  
What personal trait do you have that nobody else does?
- **Break as many pots as possible.**  
Life doesn't grade on perfection. Final result is critical.
- **Save at least \$50 from every paycheck and increase amount as you make more money**  
Habits breed your success, not focusing on what you don't have

# Brendon's Constant Internal Dialog

- “Focus on how it could be possible, rather than why it could possibly fail or not work.”
- “I have 2 ears and 1 mouth. Maybe I should listen more than I speak.”
- “I’m not responsible for my 1<sup>st</sup> thought, but I am for my 2<sup>nd</sup>.”
- “What if I DID know?”
- “Listen. Don’t wait to speak.”
- “Eliminate use of up-speak.”
- “Never ask ‘How are you?’ or ‘What’s new with you?’.”
- “What if somebody responded to me the way I’m responding now?”

# Beyond Work





Let's Discuss