

Business Summit

James H. Quigley

James H. Quigley, CEO of Deloitte Touche Tohmatsu, one of the big 4 accounting firms, was the forum speaker for the Business Summit today. He said that he had meet with President Clark, our University President just week earlier in Salt Lake and was impressed with the school and the spirit that is embedded here in Rexburg. As he started off he told us that he loves New York and where he is currently at but he remembers where he came from and it is what he has learned that has given him strength to precede forward in his career and his life.

He said that fear frames how you think, act and make decisions and how you see the world, this explains the whys and hows of the economy and why it is acting like it is doing today. The only constant in business is **change**; we may all label it differently but it's about adaption. "Try to replace fear with confidence," he said. Replace pessimism with hope and focus on what is possible and not what will stop you.

As Bro. Quigley has conversed with President Clark, he points out that he always describes leadership with a lower case L. Some pointers on leadership he gave were;

- Think of yourself and not the iconic leader but to step up to the occasion, its more powerful to engage on leadership if it is instilled in others
- Followership
 - o Focus on the followers and their specific needs, treat others with respect and others will follow you, **show people that you have a genuine care for people**
- Integrity, you need the **very** best from your team not just the best, be a man of your word
- A little saying he gave says, "It takes a long time to grow the coconut tree but little time for the coconut to fall from the tree."
- You have to have the ability to communicate hope. It Is so critical as a leader
- Delivering results.

The most important points he wanted to give us were how does one successfully launch a career?

- Be a successful team member, have a genuine interest for each member of the team
- First impressions matter
 - o Create momentum for yourself through your appearance, look the part
- Life has opportunities not entitlements
 - o You need to walk out and seize the opportunity. Entitlement will never get you very far
- Have a never-give-up attitude
 - o Don't act like a mule, find a way to keep moving forward
- Draw strength from your network
 - o Don't be shy by leveraging your network, you most likely get a job that way

Something interesting he said it that he doesn't like "work/life balance" definition because of the competition between the two. He'd rather have it be "work life integration" so that there can be a mesh between the two and not a loser of the two after the day is done. He put great importance on callings and how they will help you grow your skills in a career. His ending remarks from a CEO to a student was to **be humble and pray always**, that will be the stabilizing force throughout your life.