

**#PowerWomenSpeak #Wit&Wisdom**  
**#QuotableQuotes #Thisadviceisnotcheap**

**#Dos**

You should do something every single day that scares you. You're going to fail occasionally, but without risk there is no reward. *Tamara Box*

When you're looking for a sponsor – understand that what senior people value the most is loyalty – and choose someone you can be loyal to. *Deborah Zurkow*

Women all need to know how to champion their own achievements. There are hundreds of different ways to do it but you need to do it in a way that's appropriate for your boss, your environment and your own style. *Fiona Hathorn*

Women who get to the top manage their career... If you don't know where you're going, you don't know what you need to do to get there. *Fiona Hathorn*

If you want to make business you have to meet the right people. *Isabel de Vernon*

When you first arrive at a corporation... learn the unspoken language.  
*Claudia Ruiz-Graham*

The advice I always give... Run to the fires. Take on the impossible. *Lisa Harrington*

I always say... No one's walking around with your CV inside their head so you have to remind them. *Kimberley Cole*

It doesn't matter what you do as long as you love it and do it well. If you don't love what you do then you're always going to be bad at it. *Tanuja Randery*

Be the voice that moves the conversation on. *Deborah Zurkow*

Keeping your head down is not the only thing... a network is critical." *Fabienne Viala*

Here's a good thing you can do for other women... when you know they're phenomenal... remind others... it's easier to sell another woman than yourself.

*Kimberley Cole*

## **#Don'ts**

Don't qualify all your experience. Don't use the word 'but'. *Sarah Galloway*

Do put your hand up for the job. Don't put your hand up for things that are not your responsibility. If somebody says 'what went wrong here?' and none of the men in the room put their hand up, you don't have fill the silence you know.

*Deborah Zurkow*

Don't assume that just because you are doing well at work that you are any other person. Don't be boastful. Take all the help you can get with humility and always be prepared to reflect on how you can do better. *Olga Muscat*

Never make assumptions about people... because you just don't know. *Merle Hall*

If you assume your experiences are the norm then you will miss a lot. *Tamara Box*

Never stick in functional jobs, always do operational work. *Tanuja Randery*

I always say to people, don't pick a role because roles go. *Kimberley Cole*

Forget the PTA, let someone else make the cakes... and if you do make the cakes then make that a conscious decision. *Fiona Hathorn*

## #womenhelpingwomen

Lift as you climb. I heard this years ago... and it has always resonated with me.

Tracy Watkinson

The world is karmic – although not in an altruistic way – generosity pays – the more you share the more it comes back to you. Tamara Box

It is really important that women work well together... to set an example. Alison Horrocks

Not all women are deserving of help. Women's obligations are not only to other women. But we do not have an equal society, we do not live in a meritocracy and the oppression of women is the single greatest disease in the world. I am not saying that the oppression of minorities, religious, sexual and racial, is not equally as important, but women make up more than half of humanity but do not get to contribute more than our half, are held back in a myriad of ways. Women who overcome that, who are helped to overcome that, who are privileged enough to be in a position of power or have a voice... those with voices owe it to those without voices... to give them voice. Tamara Box

You've got to make other people successful. It's a pyramid and you're standing on the shoulders of others. You only succeed when the pyramid's working.

Lisa Harrington

Once a woman is up there... support her, be the woman that is there for her, show everybody else that she should be there, make her feel more confident, give her more love and recognition, stand for her success. Shiva McMahon.

You can level the playing field by showing people and helping them and introducing them. Sarah Galloway

Women need to help each other... men have been back-channeling forever... it's time women learned how to use all those tools. Tamara Box

## #thepowerisinyou

Just the role model of who you are... even if you don't talk to people... that sends powerful messages... you're a signal that you can be a woman... colorful, passionate, different... and still lead. **Maria Grazia Pecorari**

I would love to encourage other people to pursue the same thing that I have done... but you have to want to do it... sometimes you have it in you but consciously you don't realize it . You have to think harder to find it. **Guita Blake**

## #powerwomenbookshelf

Iris Bohnet. *What Works: Gender by Design* (2016) **Tracy Watkinson**

Angela Duckworth. *Grit: The Power of Passion and Perseverance* (2016) **Shiva McMahon**

Maryanne Bertrand. Various data-driven articles on gender and business.  
**Ursula Morgenstern**

Catherine Tisley. "What Most People Get Wrong about Women." *Harvard Business Review*. (May/June 2018) **Ursula Morgenstern**

Catherine Fox. *Stop Fixing Women: Why Building Fairer Workplaces is Everybody's Business*. (2017) **Kimberley Cole**

Caroline Criado Perez. *Invisible Women: Exposing Data Bias in a World Designed For Men* (2019) **Tanuja Randery**