

**FWSF FWOTY Robin Washington Remarks—Patricia Hudson’s Notes  
10-6-17**

**Robin Washington  
FWSF Financial Woman of the Year 2017  
Luncheon Remarks**

I have been inspired by a book that I return to often: *The Measure of Our Success*, by Marian Wright Edelman.

I will be addressing especially the young people in the audience today, just beginning your careers. I have decided to share with you what I would tell my 20-year-old self. I will give you 10 words of wisdom, starting with #10, David Letterman style.

10) Go for it!

- Get comfortable being uncomfortable.
- Trust your instincts.
- Imagine what you could do if you knew you couldn’t fail.

9) Pick carefully.

- Manage your personal brand.
- Choose a company where you ethically align with their values, a company you can be proud of and derive real meaning in your life from working there.
- Associate with people who uplift you and push you to be your best.

8) Network, network, network.

- Relationships matter.
- Be deliberate about maintaining your relationships.
- Schedule the time, like anything else important in your life.
- Create your personal board of directors.
- Reciprocate, whenever you are able.

7) Men can be great allies.

- It is important for women to create strong relationships with the men you work with.
- Men have daughters, sisters, wives.
- It takes men and women working together to achieve equality.
- President Obama: “That’s what 21<sup>st</sup> century feminism is about. When everyone is equal, we will all be more free.”

- 6) Realize that sometimes it's me.
  - Get out of your own way.
  - It's not about being perfect.
  - You have to personally believe you deserve to be in the room.
- 5) Be a leader, not a manager.
  - Develop your soft skills.
  - Leaders must be agile.
  - You must have the ability to inspire and lead.
- 4) You matter, sometimes more than anyone else.
  - You have to make time for yourself.
  - While sacrifices are critical and necessary, make time for yourself and your family.
  - Respect others' down time and fun time.
  - Me time clears your head and makes you more productive.
- 3) Shit happens. Have a Plan B.
  - What you do after a failure is what makes the difference.
  - Face issues head on. If you can't fix it, move on.
  - Have a Plan B and move ahead.
- 2) Be an advocate for change and give back.
  - I have had sponsors and mentors that guided me.
  - I have had family and friend that prayed for me.
  - Never underestimate the influence you have to make the world better.
  - To whom much is given, much is expected.
- 1) Be your authentic self.
  - Pursue personal and professional passions in a way that's meaningful to you.
  - Listening to the sound of the genuine within yourself is the only way to live your life.