

## **MY WORDS OF WISDOM (10 THINGS I'VE LEARNED IN 10 YEARS)**

1. Running a PAC is like running a small business-by yourself-with a tiny budget and maybe a consultant or two. Remind your boss about that-often.
2. Never shy away from an opportunity to take on more. No one is ever truly just the "PAC Manager".
3. Surround yourself with PAC friends-they are the one ones who will ever understand what you do!
4. Get as much as you can out of each job. Make the job work for you and don't leave until you think you've leveraged it as much as you can in terms of experience, title, and salary.
5. Don't be afraid to change jobs. It's DC, everyone does. But also remember you've got a long time until retirement (I've had 4 jobs in DC and I still have another 30+ years to work!) so you don't have to change too often. This is a marathon, not a sprint.
6. Don't burn bridges, keep your contacts. Be thoughtful about your words and actions. If you decide to stay in this town, you will end up working alongside, in some capacity, the person you told off at the bar!
7. There's a right way and a wrong way to leave a job. If you do it right, they'll be your supporters for life.
8. Go back to school. Why not? Whether it's the Public Affairs Council programs or grad school, DC has so many educational opportunities - part-time programs and certificate classes. Three good reasons to further your education:
  - Personal Growth
  - Differentiator
  - More Networking
9. Be patient. If you stick around long enough, even you too will become Vice President (just ask Joe Biden!)
10. Find a mentor. One of the true privileges of running a PAC is your access to senior level execs, CEOS and leaders. Talk to them, learn from them, find one who wants to help and guide you. Ask someone about their job-they'll talk forever.