

THE IMPORTANCE OF HAVING A GREAT #2

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November 11, 2015


WHO AM I?

ENTREPRENEUR

LEADER

INNOVATOR

CONTRIBUTOR

TEXAN

T3

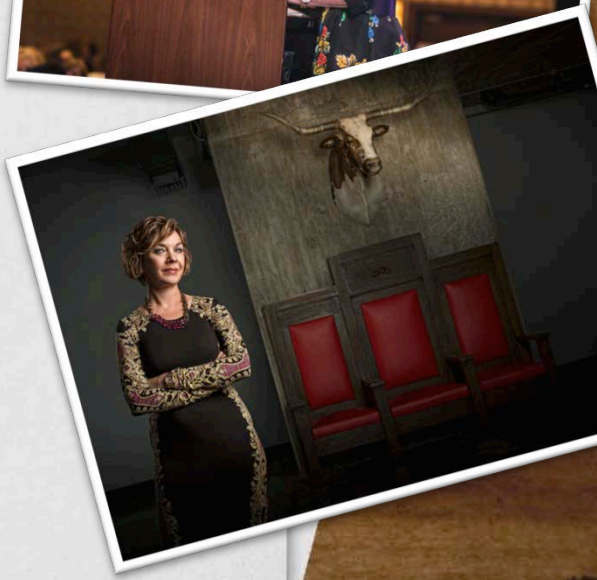
THE COMMITTEE OF 200
Success Shared

Monotype

Forbes
FORTUNE

DOUBLE HEART RANCH





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HOW IT ALL BEGAN...

ENTREPRENEURSHIP IS IN MY BLOOD

LIFE IS SWEETENED BY RISK









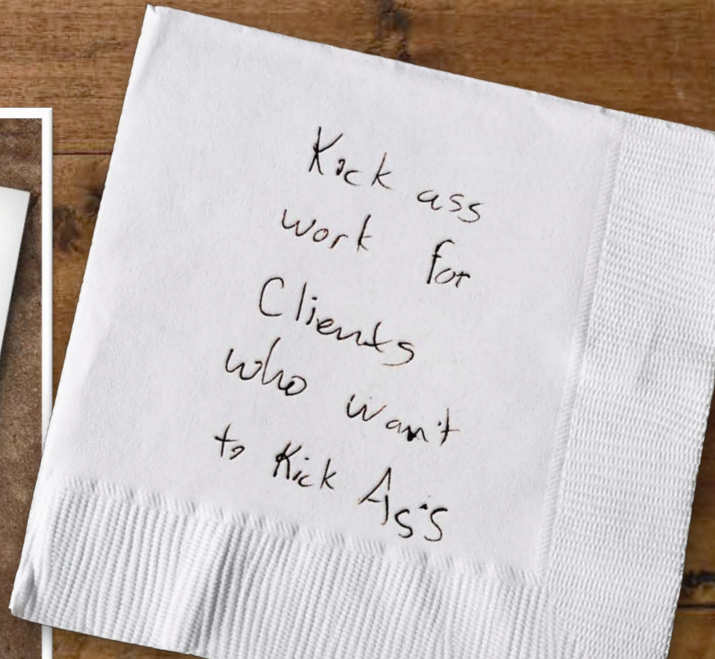
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T3 IS BORN

$16,000
ONE TYPEWRITER
THREE CLIENTS







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LARGEST
INDEPENDENT AGENCY
OWNED BY A WOMAN
Certified
WBENC
Women's Business Enterprise





175+
Employees

641
Consecutive Payrolls Met

100%
Development In-house




Atlanta
San Francisco
Austin
New York

CLIENTS

Capital One

UPS

Allstate

7-ELEVEN

GGP

STAPLES

PHILLIPS 66 LUBRICANTS

General Mills

MARY KAY

THE IMPORTANCE OF HAVING A GREAT #2

NEVER GO IT ALONE





DON'T BE AFRAID TO LET SOMEONE ELSE LEAD

FROM TIME TO TIME





BRING IN REINFORCEMENTS

RECOGNIZE PEOPLE FOR THEIR STRENGTHS

ESPECIALLY THE UNIQUE ONES

What's Your Personality Type?

Use the questions on the outside of the chart to determine the four letters of your Myers-Briggs type.
For each pair of letters, choose the side that seems most natural to you, even if you don't agree with every description.

1. Are you outwardly or inwardly focused? If you:

- Could be described as talkative, outgoing
- Like to be in a fast-paced environment
- Tend to work out ideas with others, think out loud
- Enjoy being the center of attention

then you prefer

E Extraversion

- Could be described as reserved, private
- Prefer a slower pace with time for contemplation
- Tend to think things through inside your head
- Would rather observe than be the center of attention

then you prefer

I Introversion

2. How do you prefer to take in information? If you:

- Focus on the reality of how things are
- Pay attention to concrete facts and details
- Prefer ideas that have practical applications
- Like to describe things in a specific, literal way

then you prefer

S Sensing

- Imagine the possibilities of how things could be
- Notice the big picture, see how everything connects
- Enjoy ideas and concepts for their own sake
- Like to describe things in a figurative, poetic way

then you prefer

N Intuition

ISTJ Responsible, sincere, analytical, reserved, realistic, systematic. Hardworking and trustworthy with sound practical judgment.	**ISFJ** Warm, considerate, gentle, responsible, pragmatic, thorough. Devoted caretakers who enjoy being helpful to others.	**INFJ** Idealistic, organized, insightful, dependable, compassionate, gentle. Seek harmony and cooperation, enjoy intellectual stimulation.	**INTJ** Innovative, independent, strategic, logical, reserved, insightful. Driven by their own original ideas to achieve improvements.
ISTP Action-oriented, logical, analytical, spontaneous, reserved, independent. Enjoy adventure, skilled at understanding how mechanical things work.	**ISFP** Gentle, sensitive, nurturing, helpful, flexible, realistic. Seek to create a personal environment that is both beautiful and practical.	**INFP** Sensitive, creative, idealistic, perceptive, caring, loyal. Value inner harmony and personal growth, focus on dreams and possibilities.	**INTP** Intellectual, logical, precise, reserved, flexible, imaginative. Original thinkers who enjoy speculation and creative problem solving.
ESTP Outgoing, realistic, action-oriented, curious, versatile, spontaneous. Pragmatic problem solvers and skillful negotiators.	**ESFP** Playful, enthusiastic, friendly, spontaneous, tactful, flexible. Have strong common sense, enjoy helping people in tangible ways.	**ENFP** Enthusiastic, creative, spontaneous, optimistic, supportive, playful. Value inspiration, enjoy starting new projects, see potential in others.	**ENTP** Inventive, enthusiastic, strategic, enterprising, inquisitive, versatile. Enjoy new ideas and challenges, value inspiration.
ESTJ Efficient, outgoing, analytical, systematic, dependable, realistic. Like to run the show and get things done in an orderly fashion.	**ESFJ** Friendly, outgoing, reliable, conscientious, organized, practical. Seek to be helpful and please others, enjoy being active and productive.	**ENFJ** Caring, enthusiastic, idealistic, organized, diplomatic, responsible. Skilled communicators who value connection with people.	**ENTJ** Strategic, logical, efficient, outgoing, ambitious, independent. Effective organizers of people and long-range planners.

3. How do you prefer to make decisions? If you:

- Make decisions in an impersonal way, using logical reasoning
- Value justice, fairness
- Enjoy finding the flaws in an argument
- Could be described as reasonable, level-headed

then you prefer

T Thinking

- Base your decisions on personal values and how your actions affect others
- Value harmony, forgiveness
- Like to please others and point out the best in people
- Could be described as warm, empathetic

then you prefer

F Feeling

4. How do you prefer to live your outer life? If you:

- Prefer to have matters settled
- Think rules and deadlines should be respected
- Prefer to have detailed, step-by-step instructions
- Make plans, want to know what you're getting into

then you prefer

J Judging

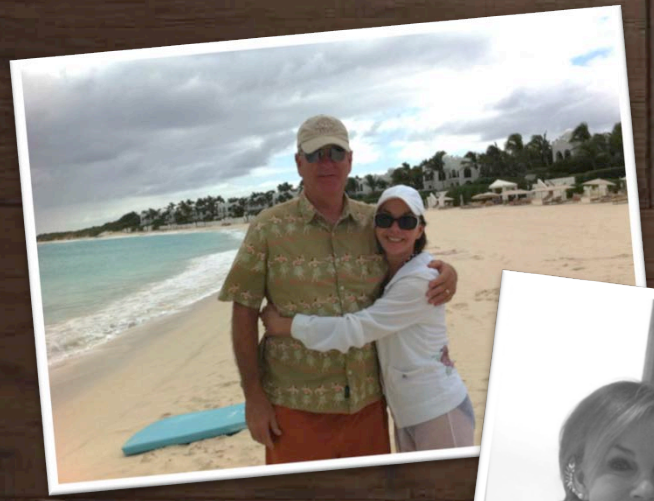
- Prefer to leave your options open
- See rules and deadlines as flexible
- Like to improvise and make things up as you go
- Are spontaneous, enjoy surprises and new situations

then you prefer

P Perceiving

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HAVE A GREAT #2 IN YOUR PERSONAL & PROFESSIONAL LIVES







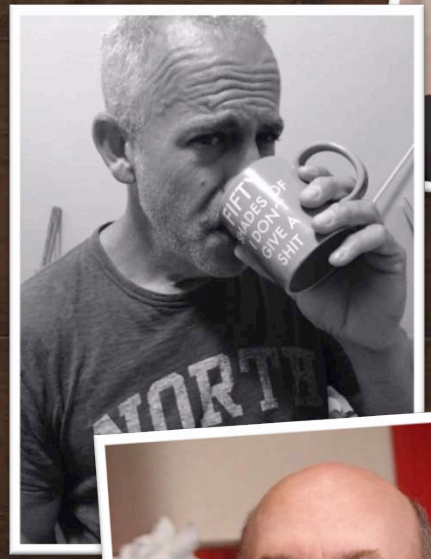
Kick ass
work for
Clients
who won't
to Kick Ass

SHOW YOUR APPRECIATION















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QUESTIONS?


THANKS Y'ALL!