**Hone Your Ability to Transfer Your Value across the Organization.**
As the external environment gets more complex, an individual's ability to survive and succeed is directly related to the ability to connect the dots, show insight, and communicate well with others. It's important to show value to peers and leaders, inside and outside of your department. Here's how:

**Understand the group you support.** Know your audience. It's important that we all learn to manage our time with consideration to the time of those we work with.

**Have a nose for money and opportunity.** Be efficient. Look for opportunities and be known as a problem solver inside the company.

**Periodically attend other department meetings.** It's amazing how a different perspective changes the way we view things. Not only does this help us understand how what we do affects others, a fresh pair of problem-solving eyes in the group may help resolve the problem.

**Offer insight.** Be an active participant and share key learnings with those not in the meeting.

**Connect what you do to revenue.** While it isn't possible to do with every job, most positions do connect to revenue directly or indirectly. Understanding this and being able to articulate it can help show value.

**Understand the external environment and the need for a culture of always.** Knowing the state of our industry, it's important to create a culture of always that constantly implements best practices—every time, on every occasion, without exception.

**Step outside your comfort zone.** Sometimes people are too close to a challenge to see a solution. A fresh perspective—yours—can help others in the organization "connect the dots" in a new way. Being willing to boldly offer insights from an "outsider" point of view is a great way to show individual value.

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Taken from:
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