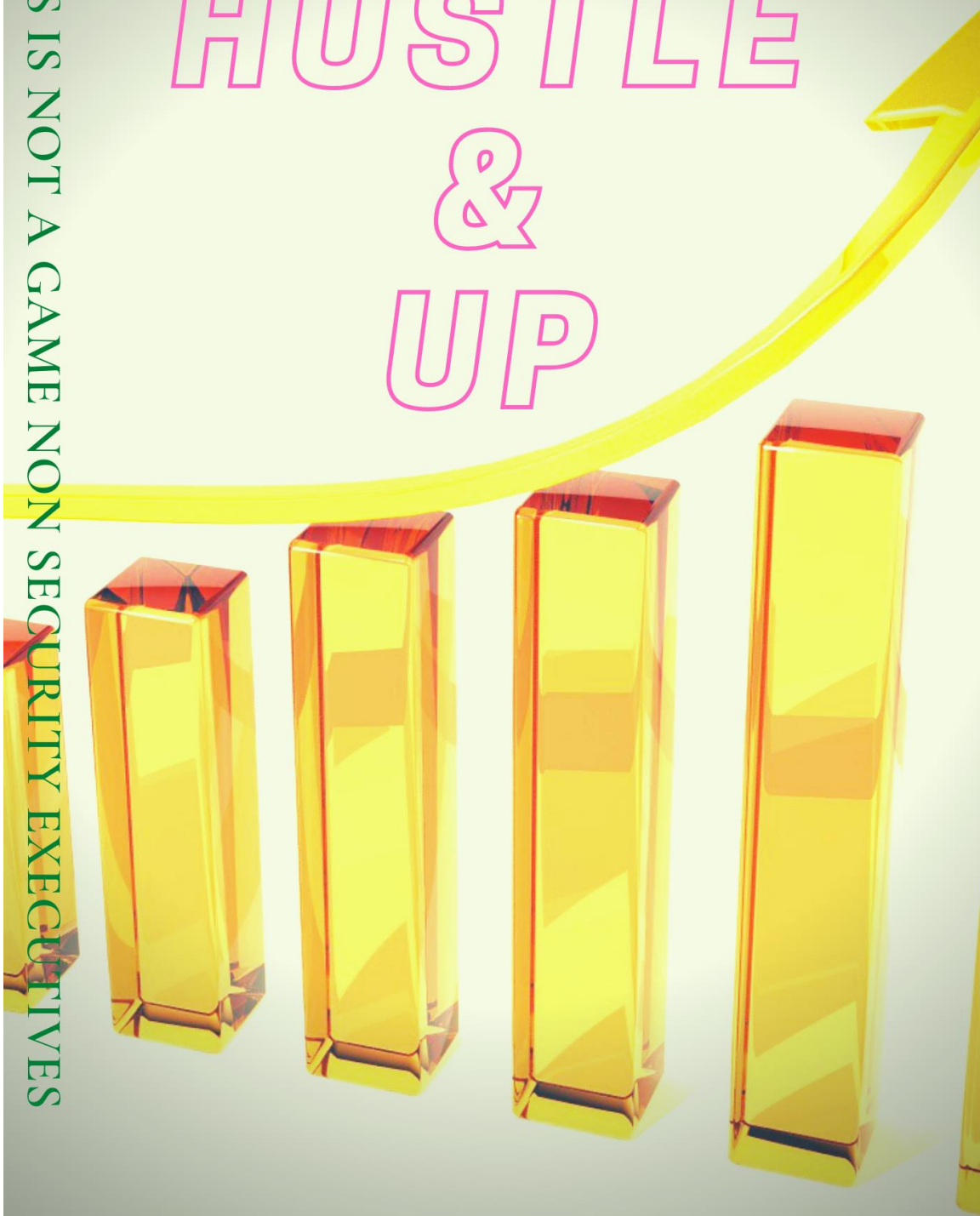


GRIND HUSTLE & UP

THIS IS NOT A GAME NON SECURITY EXECUTIVES



GRIND HUSTLE

&

UP

THIS IS NOT A GAME NON SECURITY EXECUTIVES

THE PLAYERS BOOK

By Dr. Sylvan Lightbounne

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SWEAT EQUITY INVESTING

This eBook is written to all security executives who are the new hires or an intended candidate for an industry.

You are in an industry with one of the largest total addressable market, more so than the organization who intends to hire you.

Remember to focus on the wider concept of the industry rather than the local ecosystem of your new job.

Think big so any failures erupted by you during your commission on site will soon fade away because your bigger than life synopsis cannot evade your conscience to be the best in the industry.

Most organizations are reckless with security and the safety of their weakness towards good governance structures, breeding and struggling to survive at the same time.

For people make processes difficult; these non security executives who put their foot prints in every decision without consultation with the security department.

Only to use them as a ceremonial attaché to not be the litigation agent on the future end of the legal stick.

As this is a remembrance to you the reader to challenge your all to be one of the future brilliant best in the industry. To not be the carriage before the horse professional, whom many organizations policies dictates about the security.

As this eBook are for the security professionals in demand for their services internally, other literatures I have written identify ways of exiting on-boarding and entering the outsourcing service industry, by building your own security platform to compete and render your superiority to be a member of the market economy, building enterprise value for the stake of this addressable market.

Believe in you and only you when approached by senior executives, as your own sweat equity investing are the true sample reality of your proficient history of conquering all security threats making path towards you.

And your process is the only true commandments one must adopt and failure to acknowledge it will determine if this organization is the true fit for you.

Grind Hustle & Up

Grit, hustle and up exemplifies you achieving more than subservient orders and to achieve total command of all your situations and departmental principles.

To seek the deliverance of being a hustler profitable by rewards and services.

INTRODUCTION

The underdog is always the hardest worker known in your industry. Proving this is the atmosphere of this particular topic theme.

Described within elaborates in short definition on how the hustle as a new security executive hire or an intended candidate, should function.

Know your ascribed principles sold on the idea of your own product to be best money cannot buy.

But you shall choose in grade of honor code to release the secrets in protecting assets and providing a secure working environment.

But to achieve this ultimatum would require all non security executive to know there place, *shut up and listen*.

To not approach you for advice abruptly but be an adherence to what you the *expert* can and cannot achieve, with the resources given to you by management to perform your destined duties.

This eBook described your processes and how to manage it during your earlier phases of your new career.

The dream state approaches of your significant contributions with an insignificant disastrous executive team, as a supportive arm would prove to be a battle which many are filled with corporate casualties.

The buck still attaches onto a security executive to act in accordance to rules and policies, guided onwards and outwards which determines all elimination process to be the ultimate sacrifice on your part.

Follow the path of the topic theme and add any suggestion on how better you can be the rock star within your circle and to the security industry at large.

Grind, hustle and up is for the combatants in equity, for equity and to live by its equitable value.

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THE PLAYERS BOOK

The security expert expertise in delivery of state of the art consulting and services believes more on the guts as a solution rather than what non security believers say, when they see solutions introduce in either authorities and decides it can operate in theirs.

The solution for these miss spelt understanding is to deliver only on words of process as it identifies more thoroughly with what needs to be done, more in reality than a presumed dream.

The non security executive are not the security *experts*; all they can chat about are their fantasy solution of security and safety but fail to account for fail mode and errors, when dreams state implementation costs the lives of people and to their own process.

As accountability, undeniably thrown on the security executive rather than themselves.

Be accountable to your only process which shows countless of attempts, failures and achievements because it has been tested and tried.

Believe in your process and its success as it brings you a true tradesman image in your craft.

For the ideal contempt is to believe those who seek out more glory for your effort of success, to claim it to be theirs.

The dream to secure the organization growth and its multiplied production is within all who play a residential part within the organization.

All departments has their part cut out within this magnificent dream state strategy but the security sector cannot dream, for it is regarded as an attempt on the lives of those who endanger their whole bodily entity to save the lives of others.

The importance of action rather than spoken regulations determines the non security execution to dream more comfortably at night and not wake up at sunrise, to discover your organization has been temporarily interrupted by dreamers at the gate.

A gate fortified to have more brave security soldiers guarding its fate and its monetary backing; a broad spectrum which

denies the hope to rest continually without answering all causes and actions.

An undeniable feat which separates the security grind from other professionals. As we shall now adopt a strict adherence to practice processes rather than dreams.

The security executive stands alone to not benefit from decisive measures however their importance still lives on, for the practice is to ensure more respect for the positive rather than more contempt for not delivering on your mission.

Do not deny them the honest truth for it prologues your attempt to harness all fiber of resiliency to economic threats which shall face the company of internal diplomacy, is cut strife out of oxygen which further fuels propaganda and hypocrisy.

The grind is up and not passed on, so believe in your process and stick to it down the fiber of justice which you should live by.

A sacrosanct belief that you are the *expert* not them; work with the system rules but never adopt them if they interfere

with your process to create greater security awareness to the organization.

Tell them their deficiencies and how to get better in delineating it.

For your process is the living breeding fire which would allow to survive corporate enemies firestorm blaming, when decision are made in contrary to corporate politics.

Continue to keep focus and keep grind your stance for your creation which is an economic value in supporting the organization business continuity.

Not the corporate citizens who attempt to know what they do not know, to feel a level of importance not subscribed to shown but rather ignorance to a new law you must adopt within the organization.

Keep abreast and a grip of your duty and the changing revolving and consistent mobility of the security organization.



THE PLAYERS BOOK

Selling a pitch to senior or junior executive partners can be a pain in disguise for those recipients attempts to analyze all probabilities of your decisions to implement security projects.

Projects which may be of greater interests to the business unit operations and its security systems.

Regrettably all departments budgets allocates a financial annual outlook which determines a growth in that sector of business, especially when those budgets comes with a pitch of determination on which ones can be fruitful long term.

To share ideas to these executives coming from a security standpoint is like running into a minefield unprepared for all they know what to do is to explode.

So what is your execution? And what is your delivery method?

For the ideal concept is to persuade them enough to believe that your project has merit and rewards going forward.

To let them feel the presence of brilliance and scientific future frontierism amongst executives and stakeholders.

Your point must be well articulated and poised to be on point, with no exaggeration to contest the end product.

As little as you can, your template must be in focus with language similar to understand and your designs recent to the new delivery options.

Execution is key to ensure your sales pitch is on line with the organization mission and vision strategy and concludes to all that you continue to be the right security executive money cannot buy.

For you constant duty prevails over all departments, especially those who assume they know a lot more than you in return to protection of the company estate.

As unfortunate demeanor all face in the industry, the frequent harassment and board room conversation on what the security executive should be doing and is not.

A company gossip line filled with hours of long distance calls over incompetence and their patience for it.

As this is written to the context of not being this type of labeled security executive and one who can bring out the best

in your command and the security who are in most heed of it.

This unification process of execution would pave the way for any decision going forward once you develop your skills in presenting and initiating the sellers pitch.

Pitch like you mean it, like you own it, like it comes from the depth of your core and knows it to be true.

Communication is the benefit of having this initiative and the deadly causes of not having it.

Be relentless in delivery and focus on the close of your pitch by finding innovative ways of storytelling and future selling on the problems faced today which can resolved to improve productivity tomorrow.

For the angle is problem solving or improving ones destiny to be greatly seen enough through vision to be a reality.

You are the guardian of the estate and your duty must be relentless for change. So absorb the contempt and deception that your duty is to comply and then you complain how recognition is not seen by you.

Fulfill your only option to be a better communicator of what's best for the company, by creating many executive execution decision and blueprint, to better get your sights towards the ultimate goal of being the best executive money cannot buy.

So document your execution and detail it as a process to hustle upwards your curtailed options to be the tyrant for cause and action.

The corporate game attaches a principle for survival for its set in policies did not dictate the many causes of how one shall carry out their mission in achieving goals.

The organization may not possess rules of engagement but it is surely a warzone in executive offices.

Thus the sale is your primary objective to overcome your non executive barriers to block your formalized sale.

A sale which can crucify you if not fully prepared but however it's worth, it must be done for fearlessness proves far greater than the fearful.

III
OUTSOURCING TALENT

THE PLAYERS BOOK

In boarding security talent whether management or line officers, it remains a habit that non security executives secures their position of holding the mantle of recruitment and selection in first honor rather than the security executive.

This is raised as an issue when many organizational structures allows a security department to be answerable to a non senior civilian department, rather than a vertical hierarchical chain of command, allowing a senior director or manager to be the only answerable post above all other executives.

This is emanated out of the value chain of the production type which brings the revenue to the company and the desperate use of security and safety as an importance or hindrance to the production cycle.

The question remains how important is the security department in making decision on in boarding and selection?

A drastic question when many non security executives challenged themselves to be the rightful owners to these decisions.

The platform remains uncertain when the talent management of candidate rests solely on the very same department in charge of talent operations.

Is it a cause of concern when many departments are internally interlocked with each other in relation to talent pooling?

A practice which abandon the use of a security executives who wears many operational hats and along with it copious decision making totally to the well being of the company and its associates.

To the non security executives who forcibly allow these in boarding practices to continue can jeopardize the full command use of the security departmental head to exercise their fullest potential in choosing the right candidates.

If assistance can be rendered in choosing the industry in large enough to on-source talent to be part of the in boarding process.

The non security executive out of historical experience may believe that their input counts but it jeopardizes the fluidity of its selection.

Be the observer in the process and let the *expert* do their job.

For all will be a part of the processes one way or the other but the recruitment and selection process must solely be operationally run by the security department.

Here explains another example of security executives not taking charge of organizational politics and because of the statutes governing how chain of command are structures, it prevents the department to not be that over powering statute it has designed to be.

For every corporation adopt different philosophy of governance however let the practice of good will prevail, as any continue disturbances of its action will look like the department only produces incompetence and lack of foresight of the department.

A surely misguided concept of analysis brought on by past professionals who mistaken their role to be one of pacifist and defensive rather than narcissist and offensive.

This politicize the process having a combination of civility and novelty of security, as intermixed panelist trying to discover who is the best fit, which at most times comes from the non security executives.

This corrupts the on-sourcing process by pilfering the candidate who merely desires to enter the profession they solely dominate and love.

To be that committed driving force to place their lives and limbs in protecting all assets attached to a company growth.

For the non security executives allow the security executive to perform their job without disturbances and let them determine how the process shall be conducted, as it will be under remit, that these new talent would be govern under.

These narratives are to divulge any habitual condolences against the desire political reign in an organization by appointing a Kabul through associate in determining the future of the company, by choosing those who may be a fit to their Kabul.

So let the good will prevail for all by allowing the security executives to exercise their powers rightfully without fear of

contradiction and to not be intimidated in controlling the entire process as it remains importance on part of product dominancy in the market.



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ON-BOARDING TALENT

THE PLAYERS BOOK

So you are the new hire, the new security executive the organization requires you to perform exceptionally well as the new protectionist.

They require unique skills to develop and adopt specialist program to meet their intended mission targets and market revenue growth.

Public, private or governmental security objectives rooted out of the expertise of the professional requires different techniques of adoption.

For all labeled three entities have unique challenges with financial mobility and granting of funds for all security programs to be effective.

So first know the industry practice entity you choose to hang your cape in, as they possess differential absorption of power quest and support network digestive enough to not put your attempts on a wall to be fired upon.

Limitations and resistance are within all organizational networks, so limiting your potential to the aspirant ego within yourself, will surely make you a true product of insanity.

The antidote is to devise solution, ensures which fit in process and not the ideals set by your comrades at arms.

Do understand the industry before on-boarding, require a few periods to gather Intel on the organization before being considered a new hire.

Know the entire financial analyst digest and their story it tells, know all the assets attached to its revenue growth and all the processes involved in its operation and finally, the politics found within the board of direction and their shareholder value inputs.

The research shall itemize the difficulty it can place on you as the new onboard.

A security external audit and an internal during your first week shall place you in a benefittal position to consider yourself as the new hire, not getting any unsurprised data on solutions you cannot control incidentally or coincidentally.

Be the power broker full of arsenals to play any corporate game, be the game changer in the industry and be adamant and confident in every decision you make, regardless if it has been rebutted out in favor of another useless idea.

The challenging fact behind corporate struggles is that everyone wants to be the exception, be the one who exalts the belief of being the most dedicated workforce, adamant for all raises and benefits.

These common challenges do not resonate in all entities chosen above. As the private security sector or division plays a more operational expense role in devising rubric ways of how money earned can be spent.

As corporate dilemmas and conversations on how its importance can reward the company financially by having a cost saving initiative to clientele, or for the security department, in relation to how the angle fits when it comes to the entity you choose to be the new hired.

On boarding in the industry all represents the similar importance of having a security executive, regardless of an organization financial position.

Whether in command of an entire fleet of officers' assets or information technology and its infrastructure your only prized assets, is you the *expert*.

Again in reminisce do the work intended to know your industry, be the guard keeper to the sector and to never adopt the channeled concept of failure is not an option in creating measures.

As it gains new insights to the new future by initiating new ideas; failed or not.

The organization must welcome new risks to gain new productivity and the security executive shall be close to every decision the corporate decide onwards.

So to end this topic the first decisive measure to undertaken as an executive is to know your intended entity you wish to exercise your skill set, know their financial outlook and their revenue drivers, know their board of directors and their assets during their economy, know their TAM and how much they intend to capture, know their existing security program and how it has increase profit margins, know the continued risks to the organization; whether internal or external and as always believe in your skill set more so than your non security executive.



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SHUT UP & LISTEN

THE PLAYERS BOOK

“Ignorance to good expertise is a committal act to your own destruction”, says the author of this eBook.

Said to all security executives to be the pit bull in the room, act like the bull market on Wall Street, act with no remorse and penalize the sayers and rewards the doers.

This is not a game non security executive, *so shut up and listen* to the experts who can fix your problems as intended.

Do not be ashamed of insults and be insulting to those who play the game of corporate dominancy of who is who and the who is not.

A game not for the security executive; the one who must always be at a poised calm sensation for any threats coming their way.

A position not for non security executives, for corporate policies dictums that the security executive is a sorry example of an excuse of not being intellectually judgmental but a royal brat orders- ration- subservient ready to be a servant.

A servant to your brilliance, only your creativity, owning only and to your own dominancy in the security industry.

One where you need not depend on money to hand leverages as it shall not be the only merit to live by.

Consummate to the fact that the exception to a corporate rule is to be the sacrosanct executive all must listen too.

For if not respected by the corporate, shall do as they pleases and shall not reward you keeping discipline within the ranks of the organization.

For too long and at most time, said as personal credos do celebrate the longest and most prosperous industry in the world.

The security of others through efforts of some and be the rewarding by product at the end, by keeping survivability as the only succinct solution to keep all detractors surprised on your rate of mutation.

Always decide on what is best for the company and not their insatiable desires of wants for those selfish grandeur actions would get you killed even trying to attempt their wishes.

Purposefully wishing you be the godfather they never had.
Willfully deduct all solutions to only suit productivity and
corporate strategies as no executive can be trusted.

The corporate world is ruthless with spies and assassins
waiting for you to be blamed as the new security hire.

Coverage over demand and supply only what's needed; trust
in your expertise experience and your process which follow.

Be deductive in reasoning and intrusive in approach. Always
intimidate your corporate non security executives as this is
the way to keep all corporate butchers on their heels,
spawning for new strategies to benefit out of a diminished
weak corporate security department.

Be heels to head on security matters to all directors, sell your
product and demands purposeful, tactical and precise with
the right timing and words would elate them on how to
improve the well being of its industry hegemonic market
positioning.

Alert to the wise that are already seasoned security executive
already going with the corporate flow of not being supportive
in security matters because of your inability to strike a

position to be heard, the answer is that there is never an inopportune time to be ruthless in your position.

If you allow corporate Kabul and syndicate departments to overrun your prestige system because that is the habit adopted by all since immemorial, then you have only time on your hand until you decide to stay and combat, keep all systems unchecked or to depart into another industry.

Regardless of your committal stance it all rests on the individual prowess and figurement to detest all corporate bigotry and to reward yourself the comfort of being uncontested in the industry, flying on all face value product that you are not to be played around with.

As a combat soldier you take no prisoners so tell them to *shut up and listen* whenever you walk, talk, pitch or twitch. Demand corporate authority or else you will never be respected in the industry.

Great ideas are not to be kept stored away and locked; its existence is to be existent amongst those who seek it and having the gift to discover and to lament on its purpose is rightful enough to elaborate and implement.

Grind Hustle & Up

For the industry is wide and open to new executive leaders in the security fraternity, so the sooner you adhere to this ever growing phenomenon the better pronounced your name will be in the halls of champions of guard ship.

TOPIC END

Grind Hustle and Up delves a true aspirant difficulty in wielding their security initiatives within comrades at arms.

The difficulty surprises any new security executive hired to perform a task, which can be the demise of their career if not researched thoroughly on the enterprise value of the local ecosystem economy of the organization.

Identify your skill set which can meet all standard, shall benefit your survival long term.

Investing in your processes, execution, talent bank and persuasion shall be the ever changing truth to being the executive all shall command respect of.

The hustle is real and to grind it to your own tune is the upwards stroke all new executive desires to survive this industry.

"Be guarded by your process and be resilient to your processes."

-Dr. Sylvan Lightbourne

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