



# MAY Newsletter

*Keeping members up-to-date and sharing news in our network*

## *Message from the Editor*

I am thrilled to be sending you our second issue of the *SYNNEX F2F Newsletter*. Again this issue, there's lots of information to share. We seem to be picking up momentum and getting the word out about our community. Since the last issue, we have had 48 new members join SYNNEX F2F! Denna and I would like to personally welcome you to our community and if you've got any questions, ideas you would like to share, we'd love to hear from you. And, please keep spreading the word about SYNNEX F2F. Send to [F2FAdvisory@synnex.com](mailto:F2FAdvisory@synnex.com)

Our feature article takes a different perspective on the much talked about "glass ceiling" and we find out from SYNNEX' VP Sales, how women can help themselves break that barrier. Our Pillar Co-Chairs have been very busy, raising money, putting together webinars and networking events and taking the next steps in the Mentoring Excellence Program for the matching mentors with mentees. Those that have registered should have received an email from Jennifer Eley. The fundraising activities have been particularly active with the numbers to show for all of the efforts.

If you have any news, good reads, interesting videos you've watched, please send them in so we can share with the community.

Enjoy.

--Janis Hodgins, Co-Chair, SYNNEX F2F [JanisH@synnex.com](mailto:JanisH@synnex.com)

***Feature Article: A Different Perspective from Keith Jalbert, VP Sales, SYNNEX Canada***

## *Making a Difference to Break the Glass Ceiling*

You may have heard the metaphor "glass ceiling". It's a term that was first used referring to women who wanted to get ahead in their career, but couldn't break through the executive barrier and gain the support of those already in senior executive roles. The glass ceiling is considered the unseen barrier that holds women back from achieving their fullest potential and taking on leadership positions. Keith Jalbert, VP Sales, SYNNEX Canada Limited, believes there is work to be done on both sides of the corporate ladder to break the glass ceiling which is one of the reasons he has become an executive sponsor of SYNNEX F2F. It's a general theme in the workplace that is not isolated to the IT industry. Jalbert believes by recognizing this glass ceiling

perception (or not), one can make a difference, by taking action to impact change and support women in their career journey.

For Jalbert, he looks at his talent pool and identifies the people he can nurture and grow—men and women. Mentoring his talent pool is crucial to the success of the company. Jalbert's most discerning feedback resonates with an upcoming SYNEX F2F webinar by Sara Laschever, "*Women Don't Ask*".

*If you haven't received your invitation, please send an email to Cheryl at CherylH@synnex.com*

"Women don't speak up and ask to be mentored. If you come into my office and ask to be mentored, I'll do it," Jalbert unreservedly speaks out, "If more women would ask for help, there is a greater opportunity for women to get ahead, to become an executive."

Jalbert believes wholeheartedly that women and executives both have great opportunities to change the perception of the "glass ceiling". For people in management positions, having the openness to support and mentor female talent is crucial. More importantly, for women, it's understanding their part in the process, that is, to ask for coaching or mentoring from their senior leaders.

Jalbert affirms, "I want to make a difference by encouraging more women who want to get ahead in their career and to be comfortable walking into a manager's or an executive's office, regardless if male or female, and ask for support to take the next step. And it is my hope to inspire executives on the receiving end to be a sponsor of women in the channel and help grow the number of senior executives in technology.

For Jalbert, he is committed to be an advocate for women driven to succeed and become executive leaders, and supports their passion to be leaders in the industry. Taking action to change is most effective and rewarding when it's self-initiated. The results will empower you and create your success.

Editor's note: There are many great articles on the subject of the glass ceiling and how to take the lead.

Recommended reading:

***Yes, Gender Equality is a Men's Issue***

<http://www.fastcompany.com/3036289/strong-female-lead/yes-gender-equality-is-a-mens-issue>

***Breaking Through the Last Glass Ceiling***

<http://30percentclub.org/wp-content/uploads/2014/08/The-Sponsor-Effect.pdf>

***Learn to break through the glass ceiling***

<http://blogs.wsj.com/speakeasy/2013/08/14/five-ways-to-break-through-the-glass-ceiling/>

***Break Through and Reach Higher***

<http://www.freshyoungmillionaire.com/break-through-and-reach-higher/>

## Welcome New Members

Please join me in welcoming our newest 2016 SYNEX F2F Members (March 1 – May 5, 2016):

Caroline Wingate	Angela A Brown	Shannon Munley
Sheneque Brawley-Duncan	Tarah Allen	Robin Wilds
Tammy Herr	Leisa Johnson	LuAnn Hoffman
Lesley Fonokalafi	Sheneque Duncan	Denise Phillips
Rebecca Payne	Joy Williams	Colleen Payne
Carolina Portillo Franco	Danielle Feith	Kim Hart
Debora Do Couto	Kelly Heneise	Christie Malloy
Ana Albir	Jennifer Bodell	Maria Ochoa
Randi Williams	Betsy Chewing	Shaila Hsieh
Delaney McCraw	Meagan Leventis	Tracy Staniland
Debi Bryan	Donna Cammarata	Samantha Chiu
Debbie Caswell	Jane Lowe	Tricia Santaguida
Deborah Horn	Nancy Czlonka	Cheryl Power
Haley Ouzts	Allison Doan	Rina Mattucci-Rea
Sofia Lam	Kathy Lucatero	
Tiffany Yip	Alex Urena	

## Pillar Updates



**Education Update** with Chair, Cheryl Henry, [CherylH@synnex.com](mailto:CherylH@synnex.com)

**Make sure you're registered for these two webinars!**

**F2F Education Pillar Webinars TOMORROW!**  
**IT'S NOT TOO LATE TO SIGN UP. EMAIL, [CherylH@synnex.com](mailto:CherylH@synnex.com)**

**Ask For It: Women and the Power of Negotiation** with Sara Laschever  
May 13, 2016  
Start time Noon – 30 minutes with 15 minutes Q & A  
Registration opens: April 18, 2016

Whether they want higher salaries, better career opportunities, or more help at home, women are less likely than men to ask for what they want. When they do ask, they typically ask for too little or mimic men and ask too aggressively, which often backfires. In his webinar, Sara Laschever looks at the shockingly high price women pay for their reluctance to negotiate. She also shows women how to identify more opportunities to negotiate, prepare thoroughly, accurately assess the value of their work and employ negotiating strategies that have been shown to work especially well for women.

### 3 Ways to Supercharge Your LinkedIn Profile with Kendra Lee

June 3, 2016

Start time Noon – 30 minutes with 15 minutes Q & A

Registration opens: May 9<sup>th</sup>, 2016

LinkedIn has evolved to a powerful professional networking site, and an imperative tool for showcasing you, and your company - fueling connections and business growth. Chances are that people are researching you frequently, and possibly even right now. Telling your story and highlighting your accomplishments is essential to growing your network and you want your profile to reflect your best-self.

Join Kendra Lee, president of KLA Group, for our live F2F webinar, 3 Ways to Supercharge Your LinkedIn Profile and learn how to tell your story in a way that highlights your accomplishments and distinguishes you.

You'll leave with specific strategies to make your LinkedIn profile stand out from the crowd.

**If you have not received your invite to these two webinars and would like to hear them, please contact Cheryl Henry at [CherylH@synnex.com](mailto:CherylH@synnex.com)**

*SYNNEX F2F is Teaming Up with CompTia's AWIT (Advancing Women in IT)*

We are thrilled to be co-hosting a 5-part training series that is focused on learning how to make social media apart of your success **with Kathryn Rose**. It's a hands-on series that gives you homework assignments to walk you through the process, making it extremely manageable and fun. Details to follow in our next Newsletter. **Invitations to this series will be sent to all SYNNEX F2F Members.**

**Flag the Dates:** June 29, July 13, 20, 27 with a follow-up Q&A to measure everyone's success slated in September.

**Kathryn's Background:** 9 years ago, Kathryn was a Wall Street sales executive and then the mortgage market melted down. Her division shut and she was 8 ½ months pregnant and needed to find a new direction. She turned to online marketing and social media to reinvent herself into a respected thought leader in the space.

9 books (including 2 best-selling) and countless clients later she once again reinvented herself in the indirect channel. In the three years Kathryn has been in the IT Channel she's been tapped to speak at many industry conferences including Google Partner conference, Dell World, IBM Partnerworld, Citrix Summit and more. Currently, Kathryn is the VP of Business Strategy at Elastic Grid, a partner marketing automation platform and services company.

A few months back, Kathryn discovered that many of her female clients and friends – all well respected and working for reputable companies – expressed feeling overlooked in their current positions. Kathryn knows that to stand out you need to stand up and in this 5-part series she shares her formula for success. In this 30 minute webinar "Stand Up to Stand Out" series you will discover:

- Why it's important to be seen online
- What networks will offer the most return on your time investment
- Who you should be connecting with and how you find them

- How, in minutes per day you can build a solid, responsive network using other people's content!
- Stories from others in the industry on how being seen has helped them succeed
- Ongoing support from other women in the industry just like you who want to stand up!



**Mentoring Update** with Co-Chairs, Lisa Slayton, [LisaS@synnex.com](mailto:LisaS@synnex.com), Jennifer Eley, [JenniferE@synnex.com](mailto:JenniferE@synnex.com), and Qiana La Croix [QianaL@synnex.com](mailto:QianaL@synnex.com)

## *SYNNEX F2F Mentoring Excellence Program has*

### *Launched!*

With registration closed for the 2016-17 session, the mentor/ mentee matching is now in progress. We are excited to share with everyone that Lisa Slayton is getting married in July. Unfortunately, she will be leaving SYNNEX to begin her next chapter in life, moving to Asheville which is just a bit too far to commute. Thank you Lisa for your extraordinary work done with the Mentoring Excellence Program! Your professional expertise is very much appreciated. We are in good hands with Jennifer Eley and Qiana LaCroix, who will be taking on the reigns to facilitate the training of mentors and mentees. Thank you Qiana for assisting as co-Chair of the Mentoring Pillar.



**Networking** with co-Chair, Felicia Hall, [FeliciaH@synnex.com](mailto:FeliciaH@synnex.com) and Suzanne Barrette, [SuzanneB@synnex.com](mailto:SuzanneB@synnex.com)

**Varnex:** SYNNEX F2F hosted another successful **Varnex Spring Conference** in April. We did something a little bit different and set up tables for discussion on the pillars and received excellent feedback. Here's a few we would like to share with you:

- Hold a charity event during Varnex/Red White & You conference—giveback program
- Sharing philanthropic stories to learn from one-another
- Possibly self-improvement event
- New subjects for webinars: time management, personal development, roll of flexible work schedules in business, negotiation tactics; get new millennial speakers

If you have additional input, we'd love to get your feedback. Please forward to [SYNNEXF2F@synnex.com](mailto:SYNNEXF2F@synnex.com).

*Special thanks to the following women for hosting the tables:*

**Sue Saxion**, Prime Edge  
**Sandy Miller**, NDM Technologies  
**Kristen Cox**, Check Point Services  
**Kathy Lucatero**, Axiom  
**Nancy Bast**, SYNNEX  
**Jeanne Wilcox**, Fujitus

**SYNNEX Red, White and You** SYNNEX F2F Breakfast: Guest speaker **Fran Mauney**, Intel BD Education for SYNNEX shared her journey on how she has woven her passion for teaching into a career in technology. Fran first became interested in technology when she was writing a grant to purchase laptops for her classroom. Receiving the grant money for the computers inspired her to ultimately become the technology hands-on consultant for teachers throughout the county. As she continued to learn about technology and educate others in the school system, her passion grew and became more focused on helping to bring technology to the education system. When the opportunity at SYNNEX opened up, she knew she could affect change in the world of education and continue to share her passion for leveraging technology across the US.

The **Meet N Greet in Fremont** hosted by Felicia Hall and Mary Ellen Grom was very well received. Thank you to those that attended this event. Should you have any questions, please reach out to Felicia Hall, who is your Fremont SYNNEX F2F contact.

*Coming Up Soon:* **Meet N Greet in Carson**, hosted by Qiana LaCroix and Mary Ellen Grom:  
week of June 21, 2016



Another successful **SYNNEX F2F TIME Out**, was held on April 27 at Bar Louis in Greenville, SC with 20% of attendees' sales, from 5:30 – 8:30pm going to raise money for the American Lung Association (ALA) in conjunction with the upcoming Oxygen Ball's Dancing with the Stars event happening May 13th. Money collected will add "votes" to SYNNEX' dancing star Lisa Slayton.

This evening's event raised more than \$600.00. Special thanks to the SYNNEX band members Jennings Tinsley, Brad Car, Kevin Macintosh, Scot Adams, Jason Horton and Brian Warth, you guys rocked!



**Philanthropy** with Co-chairs, Stephanie Gosnell,  
[StephanieG@synnex.com](mailto:StephanieG@synnex.com) and Stephanie Ballenger,  
[StephanieB@synnex.com](mailto:StephanieB@synnex.com)

*American Lung Association Fund Raising Update:*

**Doggie Treats Update:** SYNNEX' offices in Greenville and Fremont have raised more than \$800.00. Special thanks to all of the ladies who helped bak the doggie treats.

**Create for a Cause, Wine by Design** event raised \$260.00. We had 22 women participate in this creative evening. Thank you to everyone who was able to come out and create for a cause!

### Upcoming Philanthropy Initiatives:

**SYNNEX F2F Professional Clothing Drive** across North America will run again for the month of September. Donations will be collected in Fremont, Greenville, and Toronto.

New this year is a **Halloween Costume Sale**, (gently used) is also planned for the fall in SYNNEX' offices across North America. Remember to keep old costumes.

### Never Stop Learning!

Remember, the SYNNEX F2F web site is filled with great reads, feeds and videos.

**WATCH:** [Is Your Voice Holding You Back?](#)

**READ:** [Spring cleaning: Detoxification, health tips and tasty spring salads.](#)

**What's your personal favorite read, feed or video?** Let us know so we can share with others.  
*Email us at [F2FAdvisory@synnex.com](mailto:F2FAdvisory@synnex.com)*

Pass it on and get your peers to join

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