



Connect. Educate. Advance.

MOMENTUM Advice from Speakers at the WINiT Annual Summit 2016

“The time to develop your network is not during a time of crisis. Create authentic connections in your every day routine, because keeping your head down and doing a good job is not enough and networking is not an option. You are responsible for the momentum in your life - what you give and what you receive.”

– **Michelle (Mick) Lee, Founder, WINiT**

“Bringing out the best in others is how we find the best in ourselves.”

– **Karen deKanter, Director, Business Development, BCD Meetings & Events**

“BELIEVE AND BE FEARLESS: Believe you can and your halfway there. Don’t be afraid to start over – It is a brand new opportunity to rebuild what you truly want.” – **Wendy Flood, Travel and Relocation Administrator, Freeman Company**

“Be the CEO of your own career; be prepared; always think of solutions and don’t be afraid to go out of your comfort zone.” – **Liz Carisone, CEO, GroundLink**

“The greatest gift bestowed upon humanity is the ability to learn. Like all skills it fades without constant practice.” – **Marc Casto, CEO, Casto Travel**

“It’s a leader’s job to be highly mindful of momentum. If a project is not moving forward the way that you think it should, don’t blame it on those who haven’t gotten on board. Look in the mirror.”- **Carrie Freeman Parsons, Vice Chair, Freeman Company**

“Take a chance, follow your instincts. Don’t get comfortable, get committed. And enjoy every day.” – **JoAnne Kruse, Chief Human Resources Officer, American Express Global Business Travel**



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“The best way to predict the future is to create it” – Abraham Lincoln. “We create our own destiny through hard work, grit and a little bit of strategic luck. I truly believe anything is possible for you when you have a clear focused path for yourself.” – **Nancy Medoff, Senior Director, Group Sales, Marriot International**

“Momentum means impactful change for the better – now driven by both the size of the community and the speed of action. I believe growth will multiply exponentially the opportunities for access, networking and development for women in travel.” – **Catalin Ciobanu, Senior Director Data & Analytics, Solutions Group, Carlson Wagonlit Travel**

“Momentum is the art of never being quite satisfied--constantly looking for ways to expand one's vision and intellectual range, to make an impact and contribute to the world.” – **Nina Easton, Founding Partner, SellersEaston Media; Chair, Fortune Most Powerful Women International; Fox News commentator**

“Don't leave the challenges of the world to others to solve. Step forward to make the change yourself to inspire others to do the same. Use all the tools at your disposal; Your pocket book, your job, your vote, your voice, your choices, your investments, your children, your family are all levers of power and influence if you want them to be.” – **Lauren Leader-Chivee, Author, Co-Founder/CEO The All In Together Campaign**

“Don't wait for everything to be just right or for you to be perfectly prepared before you take that risk you have been considering.” – **Dr. JP Pawliw-Fry, President and CoFounder, Institute for Health and Human Potential (IHHP)**

“To create #MOMENTUM you need to understand what is important and what motivates you. People are drawn to conviction and passion.” – **Therese Kelleher, Business Development and Transformation Executive**



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“Be energetic and have a positive outlook. It's easier to do so when you are true to yourself and genuine in your dealings with others. Especially in the face of adversity and rejection, one can often feel defeated. Use these feelings to fuel you and propel you forward. This will help you take on other battles that occur.”
– **Beth Kinerk, Senior Vice President, Sales – The Americas, Avis Budget Group**

“Internal politics is a game and should be handled delicately. There are many forms of internal politics regardless if you are home or office based for your Company. Be careful of company gossip and always remain “Switzerland.”- **Jane Pearsall, Senior Manager, Worldwide Sales, Global Business Travel, Best Western International**

“Self promotion is not boastful, it's necessary.” – **Nicole Hackett, Director, Travel Services, Graham Holdings**

“Make a habit of winning, and remember to take others along with you. That will make you a leader.” – **Elizabeth West, Editor-in-Chief, The BTN Group**

“It is critical that we continue to educate ourselves and that we alone are responsible to ensure we learn and continue to be relevant.”- **Alison Taylor, Senior Vice President, Global Sales, American Airlines**