



Guy Remond's Unique Ability®

is understanding people, empowering uniquely talented teams, doing things differently, and taking “fuck-it-just-do-it” gambles — with an ethos of honesty, transparency, and hard work — in order to positively impact the quality of life for a significant number of people.

Kolbe[†]:
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CliftonStrengths^{††}:
Maximizer
Activator
Futuristic
Woo
Communication

- 1. Read People.** I’m quickly able to read and understand people, usually following a brief conversation. I listen to my gut feel, use what I know about them already, and speak to others to get their views in order to have a reasonable understanding of what a person is about and what motivates them. I believe that generally people do things for the right reasons, so if something doesn’t go right, I first try to understand their thinking and address it in a positive way. My ability to understand people allows me to influence them better and put them in the right positions, doing what they’re good at and passionate about.
- 2. Building Personal Brand.** I believe that if you give people the ability to grow, improve, and make a name for themselves in their chosen discipline, you engender loyalty. People value being well regarded by their peers; therefore, I provide a platform for people to create their own personal brand, shout about what they’re doing (love doing), and build a respected reputation by sharing expert content.
- 3. Trust and Empowerment.** Once I get to know somebody and understand them, I give them a high degree of latitude and flexibility to make decisions and satisfy their role. This empowers them to do a good job and fulfil their potential. In turn, they become more confident and grow much more quickly.
- 4. Pragmatic Futurist.** I have a healthy curiosity in all areas of technology and pride myself in being aware of the game-changing technologies that will impact humanity in a positive way. Where possible, I utilise these technologies to support groundbreaking organisations, to do my bit for the environment, and to improve my family’s and my well being. In addition, I love using the latest innovations to make life more efficient, safe, and fun.

I always look at the bigger picture and see where things fit together now and in the future.
- 5. Integrity and Transparency.** I’m an open book. I’m honest and I wear my heart on the sleeve. I want the people around me to be transparent and honest where they say what they think, in a professional way for the right reasons, without politics. I actively encourage healthy discussion and differing points of view. Ultimately, this creates an environment of trust and freedom for people to speak openly.
- 6. WOO Connector.** I naturally engage with people. I’m able to identify people whom I think I’d like to work with. I quickly identify where they fit in either now or potentially further down the line. If I think they could fit in now, I go into more detail to see if their future goals are aligned with my vision. For anyone I think might be useful further down the line, I will do my best to make an immediate lasting impression and stay in touch in case there are future opportunities. Because I’ve built these relationships over the years, if a contact is looking for an introduction, I’m happy to make it.

I treat people well, gain loyalty, and never make enemies. Wherever possible, I help people, knowing that I might need a favour in return.
- 7. Passionate Communicator.** I’m naturally an enthusiastic, positive communicator. If I believe in something, I talk in an excited, charismatic way that brings people along for the ride. I use analogies to make my point in a relatable way. I tell stories and share experiences to create credibility. The end game is to make my point and to influence someone in some way—to improve, to help solve a problem, or to provide direction or leadership.
- 8. Innovator.** I always look at doing things differently. I’m the first to try new things and I’m happy to take a gamble on cutting-edge concepts in order to be at the forefront of new thinking. This allows me to stand out from the crowd and gain a competitive advantage.
- 9. Fuck It, Just Do It.** I always trust my gut feel. This allows me to make decisions more quickly and to be prepared to take more risk.
- 10. Positive Mindset.** I focus on the positives. I don’t see any point in focusing on the negatives; I deal with them and move on. I like to enjoy myself and have fun. I’m happy to poke fun at myself, which puts people at ease and helps build relationships.
- 11. Tenacious and Driven.** If I think something’s right, I’ll keep going until I’m either proved wrong or I get what I want. I’m very ambitious. I want to make my mark in the world and to prove that my success is enduring. I work hard, play hard, and want to keep contributing as long as I can.
- 12. Creative, Efficient Environment.** I create environments that encourage collaboration and creativity. I provide high quality tools that facilitate maximum productivity. I provide a relaxed, flexible working environment that allows the team to achieve a work-life balance. Combined, these promote efficiency, as well as creativity and innovation.
- 13. Maximizer.** I always push to deliver quality. This helps build a solid reputation for excellence.
- 14. Agile Thinker.** From the seed of a good idea and the ensuing vision, I move quickly to get things moving, often figuring out the detail along the way until we achieve what we set out to do. The consistent parameter is the deadline (also the budget); the agility is achieved by flexible thinking during the delivery of the project. A successful outcome is measured by the value of the deliverable, not the number of features it has.