



Destinations and Routes

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Purpose

- Provide an orientation to a model used to examine the ITSec industry and various means of achieving one's goals in that industry.
- Provide a forum to discuss reasons for showing up to work.
- Provide insight into a rarely discussed perspective of the industry
- MAYBE meet a mentor



Who's THIS guy?

- Denver and Boulder OWASP founder
- SnowFROC co-founder
- CO Cloud Security Alliance co-founder
- ITSec honcho at HUUUUGE, Big, and small companies
- Security Advisor for RiskRecon



Agenda

- References (because I might *not* be the smartest guy on this topic...)
- The Ladder
- Defining success (how do you know you're winning?)
- TradeOff criteria – what helps me win? What to avoid?
- Philosophies
- Decision-making tools
- Goals, Planning, Executing
- Mentor hunt



References:

- 7 Habits of Highly Successful People
- The Richest Man in Babylon
- How to have Power and Confidence Dealing with People
- FMFM 6-5 – Marine Rifle Squad (“the mission is...”, “responsible for...”)
FMFM 1 – Warfighting (FOME, “who says we can’t?”)
- “Winning” by Jack Welch (BIZ ONLY – else a manual to plan your divorce)
- Con Com (Conflict Communications) by Rory Miller

Disclaimer:

- One size does not fit all
- Conclusions based on my life experience may be horribly wrong – everybody’s got to think for themselves...
- I’m not sure I’d listen to me if I were you
- I’ll try to limit topics to those in which I have direct experience (BUT I’ve requested folks w/additional experience to join us)

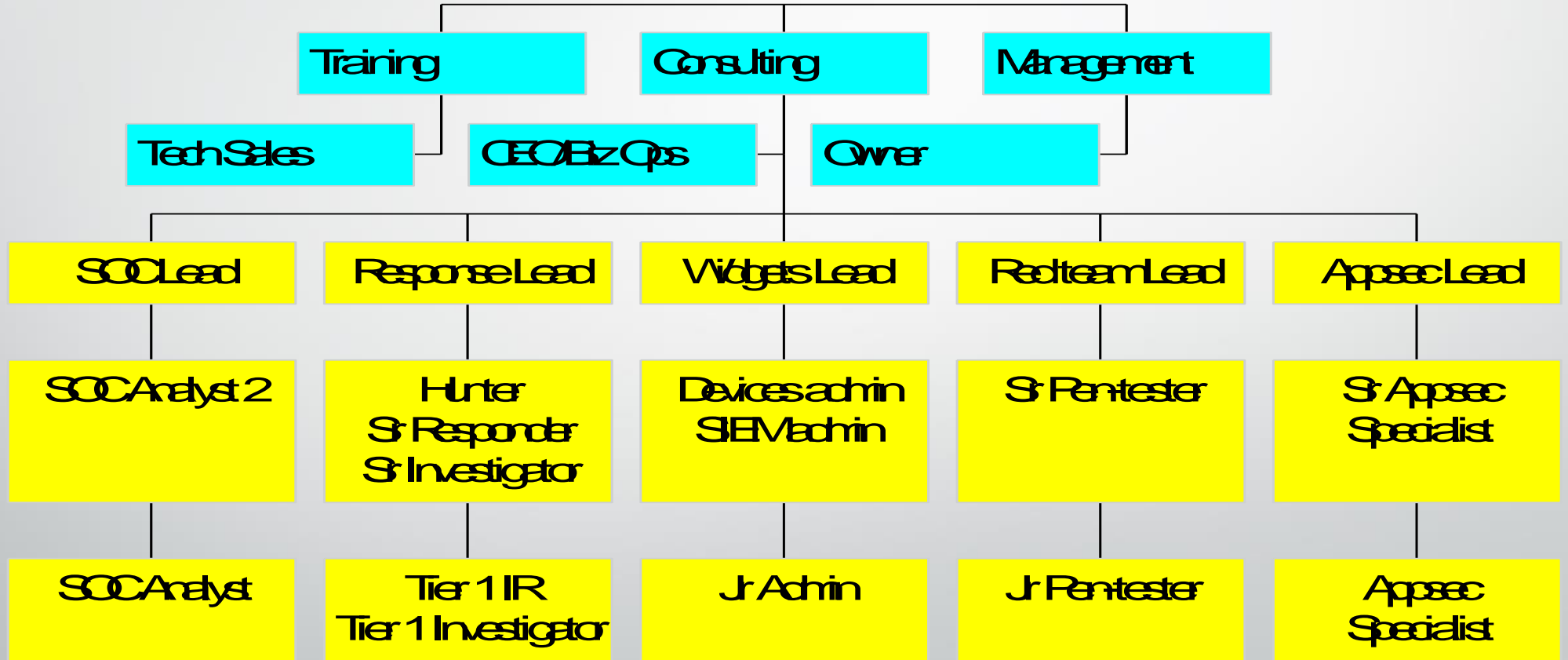


THE LADDER – ITSEC OPS

What Ladder? What Will?

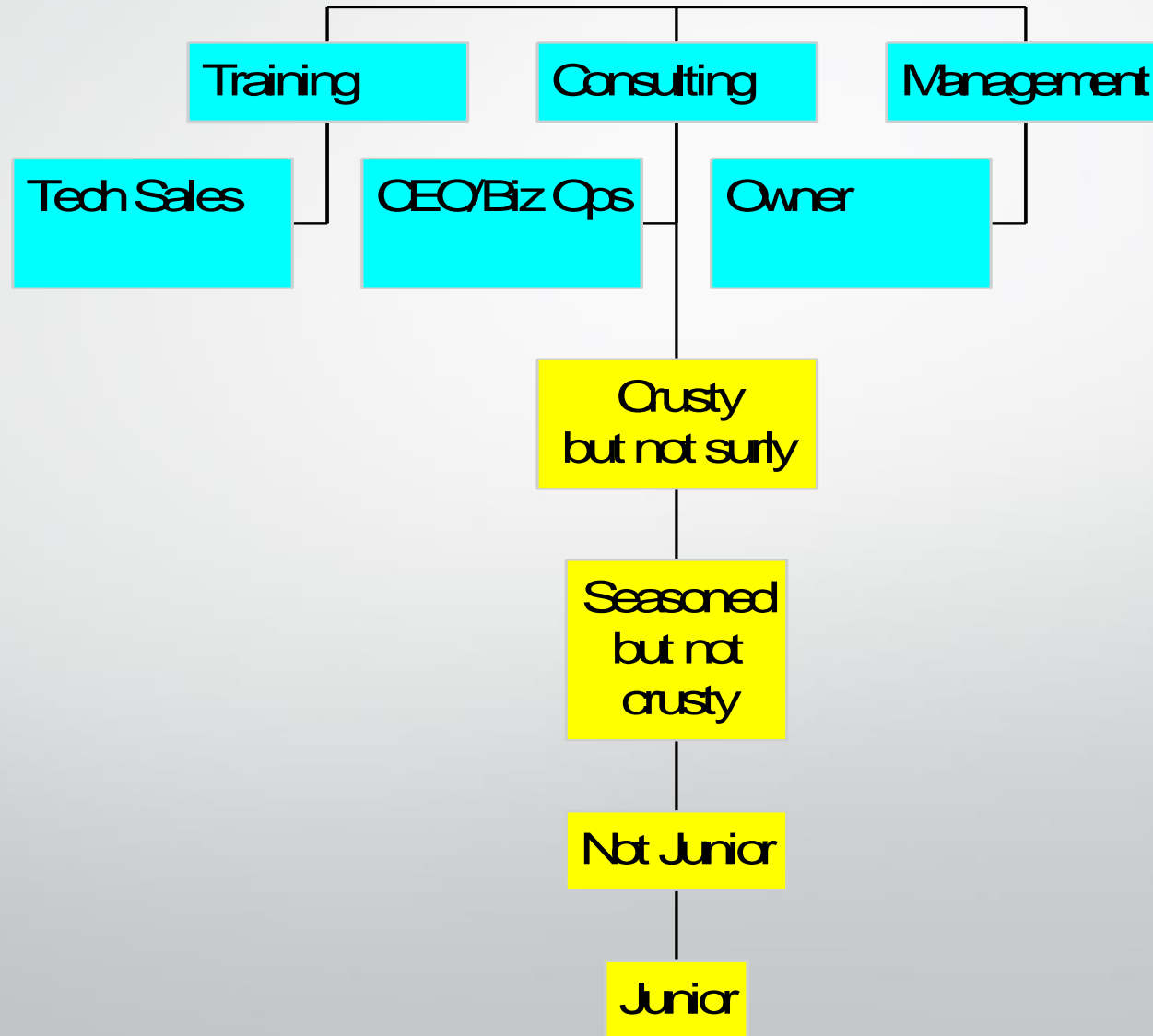
The Goal
Make it, sell it, or
lead others.

The Ladder



THE LADDER – SIMPLIFIED

What Ladder? What Wall?





First: Define Success



Pick 2? Says who?



TradeOff Criteria:

- Risk vs. Safety
- \$ vs. “job security”
- Time vs. Work/Life Balance
- Social aspects vs. Solitary Worker
- Satisfaction vs. Apathy
- Control vs. Having Your Days Structured
- Growth/Knowledge/Experience/Stagnation
- Stress vs. Adrenaline

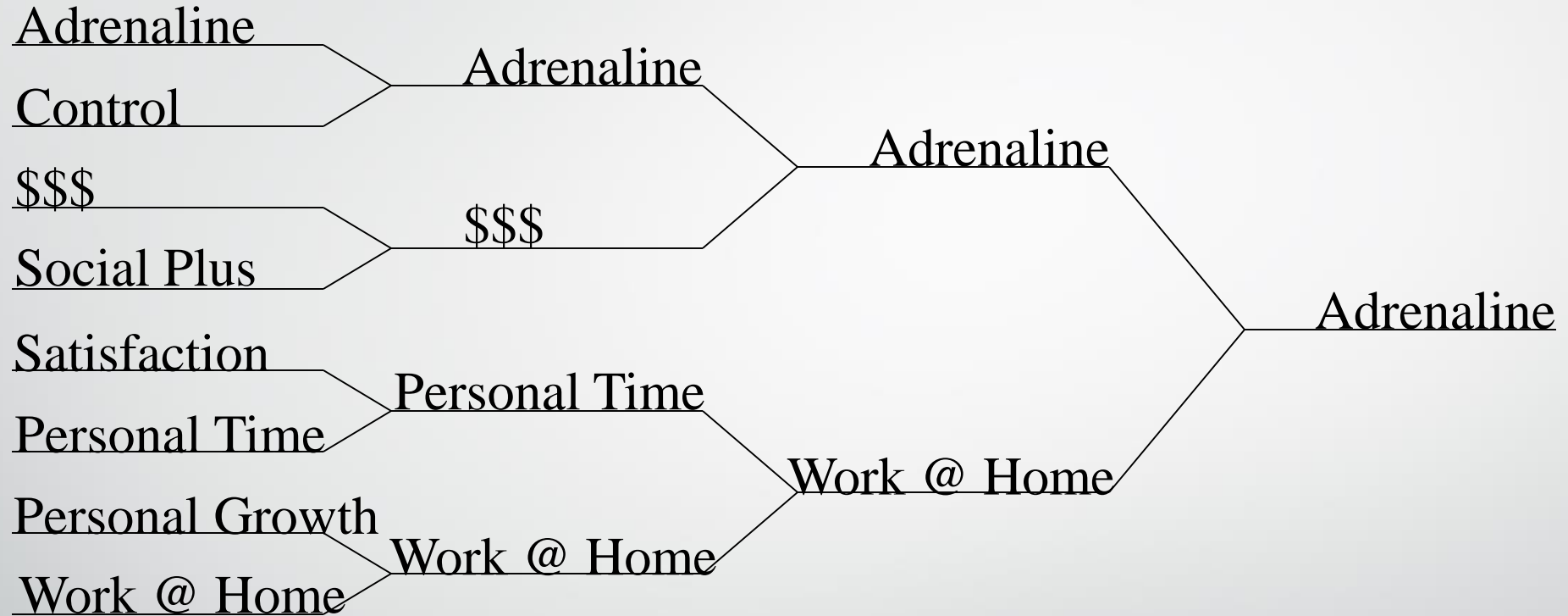


Philosophies

- If you don't know where you're going you'll end up some place else
- No deposit, no return – **THERE IS NO SUBSTITUTE FOR WORK**
- Pay me now or pay me later
- Sometimes it's enough to define your sphere of influence and act aggressively within those limits
- Halflife of knowledge is ~18 months
- Feed the Bear – HR looks for certs
- Pain is a good motivator too (if you don't know where you're going, at least define where you don't want to go)
- Ditto for anger – **who says I can't?**
- **EJECT, EJECT, EJECT – MAYBE this is a means to an end?**



The Breakout - Positives

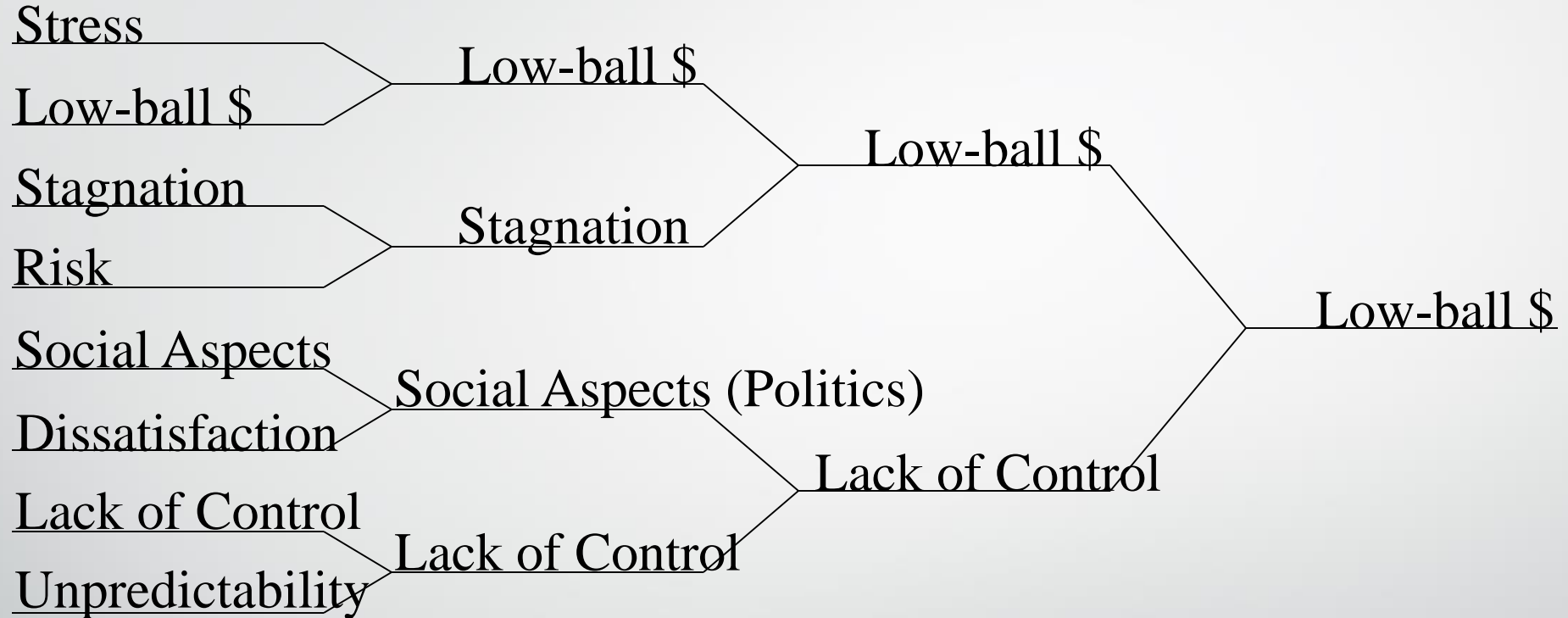


Recommended Intervals:

6 months, 1 yr, 3 yrs, 5 yrs, 10, 15, 25 yrs; lifetime; “and beyond”



The Breakout – Things to Avoid



Recommended Intervals:

6 months, 1 yr, 3 yrs, 5 yrs, 10, 15, 25 yrs; lifetime; “and beyond”

What about managers – good or lousy?

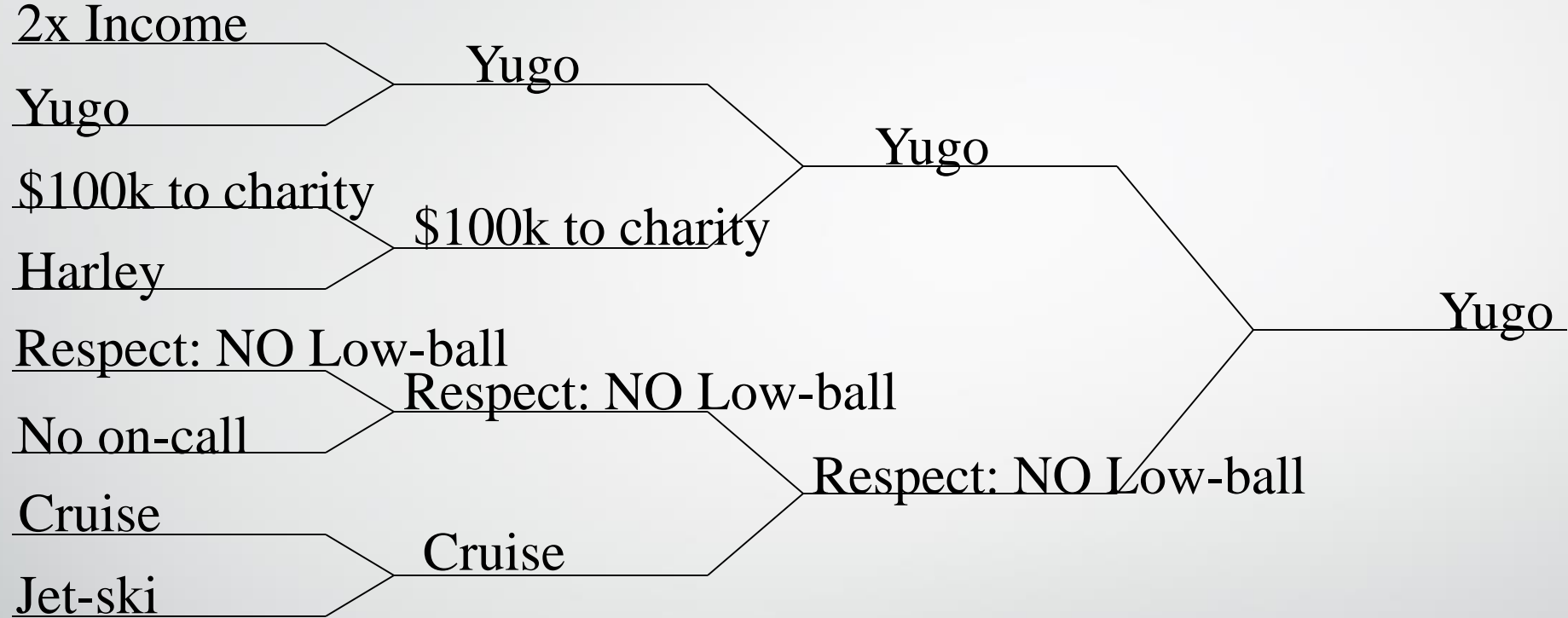


- What, you mean like **CRIMINALS**?
- Or the 2nd coming?

- “The longer breath” – bad ‘uns go away – eventually
- “Wish you the best” – great ‘uns go away – but maybe you can follow *if* that’s aligned with the other considerations



The Breakout – 3-year Goals



Recommended Intervals:

6 months, 1 yr, 3 yrs, 5 yrs, 10, 15, 25 yrs; lifetime; “and beyond”



The Plan

- Define the goal (in detail; emotionally – ♥, \$, & 🕒)
- FOME/schwerpunkt too – RUTHLESS PURSUIT
- Set the date (no kidding)
- Create the plan
 - Vehicle (**fast-track training?** Home lab? Hack 4 Charity?)
 - What are you willing to sacrifice?
 - **Mentors (ISSA)/models/resources/Volunteer Work**
 - Incremental goals/rewards
 - **“Oops” plan** (Life, poor planning, or lack of moto?)
 - How do you know you’re learning from your mistakes?
 - How do you know you’re winning?

The Plan



START. NOW.

The Plan



DON'T STOP.

The Plan



**DON'T FORGET
ABOUT
THE CLOUD**

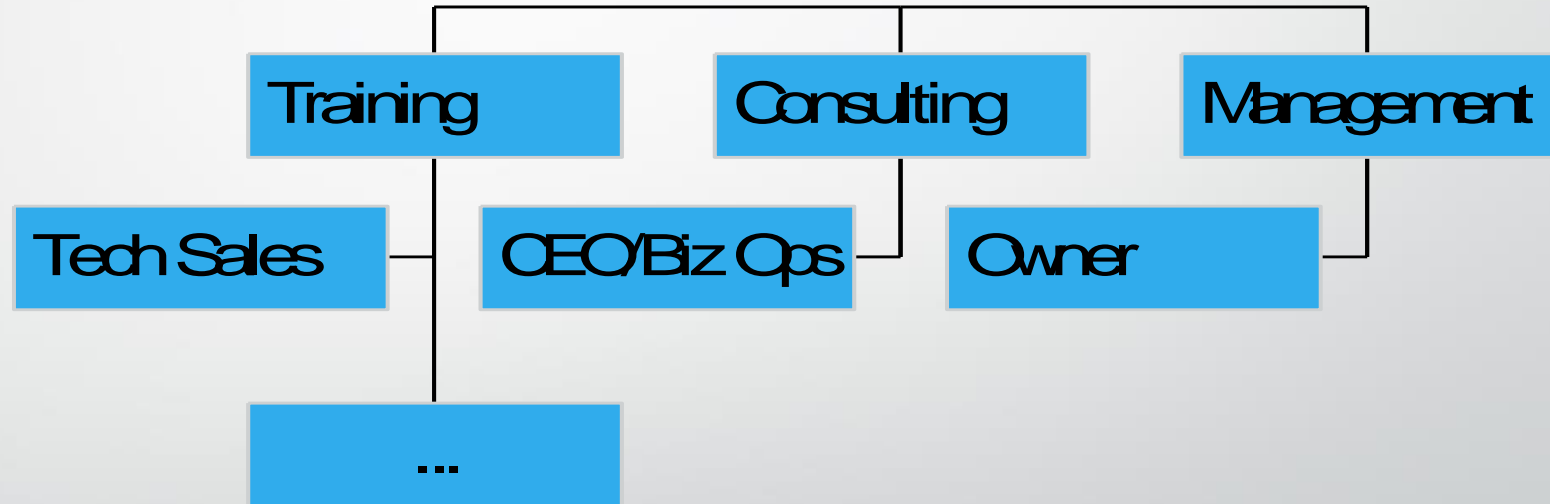


Is The Ladder Against The Right Wall?

The Goal

The Ladder

Who wants to be an Executive Chef?





Advice I Wish I'd Heeded

1. Keep a list of the 10 most important things in your life. Update it every year.
2. Find a job where I could make more **time** for my family sooner.
3. Execute on “The Richest Man in Babylon” earlier
4. “99% hostile. You guys are going to need some coping mechanisms.” Or... be a servant-leader
5. “You’ll love being an SE”
6. Have 6 month’s savings & 12 month’s food (Dave Ramsey?)
7. Turn off the TV & read 15 minutes before you go to bed
8. Build the safety net first – save configs, backups, whatever
9. You’ve got 2 ears & 1 mouth for a reason
10. There is peace in gardening



Questions?

- “Should I get an advanced degree or cert?”
- “What day do I want to stop ‘working’?”
- “What contingencies have I anticipated? Gaps?”
- “What one thing could I do that’s outside of my comfort zone to increase the chances of achieving my long-term goal(s), and how soon can I start?”



Time-check & what I missed/Call For Mentors!

- Women in ITSec?
- Entrepreneur/Trainer
- Entrepreneur/Owner
 - Full “5 minutes with Jack” podcast is an excellent reference for entrepreneur wannabes
- Consultant
- Managers (including Execs)
- Tech Sales-human
- Business Leader (CEO, COO, CRO, etc)

References (Plus):



- Mr. Money Mustache Blog
- WealthSteadying Podcast
- Dave Ramsey
- 7 Habits of Highly Successful People
- The Richest Man in Babylon
- How to have Power and Confidence Dealing with People
- FMFM 6-5 – Marine Rifle Squad (“the mission is...”, “responsible for...”) FMFM 1 – Warfighting (FOME, “who says we can’t?”)
- “Winning” by Jack Welch (BIZ ONLY – else a manual to plan your divorce)
- Con Com (Conflict Communications) by Rory Miller
 - SANS, SANS, SANS!
 - OWASP
 - CSA
 - ISSA
 - ISACA
 - ISC2, AEIOU&SometimesY...



THANKS!!!

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