



TRAILHEAD PROFILE

HOW I OPERATE • WHAT DRIVES ME • HOW I CONNECT • MY TERRAIN

Prepared for **Student**

01 HOW I OPERATE

My natural approach and the conditions that bring out my best.

I naturally jump in and get things moving. You can see this when I take charge of a stalled plan. I bring calm and momentum to the people I work with, and I'm at my best when things are uncertain and moving fast. I'd enjoy opportunities to lead new projects from the start.

02 WHAT DRIVES ME

What motivates me and makes my effort worthwhile.

I'm drawn to causes bigger than myself, where impact on people matters more than what I get out of it. That shows up in how I spend time supporting people who need it. Effort feels worthwhile when I believe in the goal and can see it helping someone, and I'm most motivated by leading a team toward that kind of goal. I want more chances to contribute to something that improves people's lives.

03 HOW I CONNECT

How I communicate and the value others gain from my contribution.

I communicate by coming in prepared with a clear case for what we're doing, then keeping things relaxed so people feel comfortable jumping in with me. People often see me as the one who names the real problem and pushes toward a solution without losing the relationship. I build trust when people can tell I actually care about their success, not just the task. I connect best with people who care about the impact of the work, not just checking a box.

04 MY TERRAIN

The environment where I am most likely to thrive.

I thrive when I'm around people, not stuck working alone, and things are moving fast toward a real goal. I do my best with people who actually care about what we're building and believe in it, not just going through the motions. I stay engaged when I've got room to trust my instincts, a bit of competition pushing things along, and a cause that genuinely helps someone. Give me that, and I'll stay motivated and lead toward something that matters.

MY EDGE

THE VALUE I BRING

I jump in and build momentum, especially when the goal actually helps people—that's what makes the effort worth it. I connect by naming the real problem and keeping things relaxed, not rigid. I lead best surrounded by people who believe in what we're building.