

From: Good Vibes
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To: Terryah, Rachel
Cc: Good Vibes
Subject: #PressForProgress from Rachel Terryah



Good morning, everyone!

Today we are honoring International Women's Day – a day dedicated to appreciating the political, economic and social achievements made toward women's equality through the years. The #PressForProgress Campaign is a global initiative focusing on the collective efforts of people everywhere, to press forward and progress gender equality.

And in recognition, I feel very fortunate to have a chance to speak on this very important topic, and share a bit of my own story.

I was raised by a very hard-working single mother who instilled a lot of values in me: strong work ethic, independence, education. I started working at just 14, making pizzas part time while still in school.

After high school, I immediately ventured on my own and moved out of the house. That meant finding a way to support myself while I paid my own way through college.

Working midnights full-time on an assembly line, packing cigarettes for slightly more than minimum wage, gave me some support. However, it wasn't enough. I had to take a second job at a sandwich shop. Thankfully, the values my mom taught me helped me work both jobs and balance college at the same time.

But I still call these my 'dark days.' The days when I was living paycheck to

paycheck, eating ramen noodles and returning bottles for gas money.

If it weren't for those days, I wouldn't be where I am today! Those days taught me how to persevere and as a result, I adopted a "never give up" mentality.



"I was raised by a very hard-working single mother who instilled a lot of values in me: strong work ethic, independence, education."

Fast forward a few years...

I received my associate degree and was introduced to a place we know and love as Quicken Loans. I was referred by a friend, Darrell Olds, director of

banking, to sell mortgages – but I instead decided to take the road toward Rock Connections.

RC stood out to me because I loved the idea of being able to work for a company that I could actually help to build from the ground up (RC was only in business for a year), and make a lasting impact from the get-go. This opportunity reminded me of the values I learned early on, which was inspiring.

So, I began my journey as an account specialist. I worked in Adam Stalmack's region. I won't lie – I was scared, but also ready to prove myself. About a year later, I moved to what was at that time Jeff Ridley's Protect America region.

I wanted to keep growing, so I joined a small group with a few other Team Members to develop our leadership skills. That paid off – starting my journey as a Team Leader for Identity (QL Assists) within just two short years of my start with RC.

My transition to Leader was particularly challenging in that I was finishing courses toward my bachelor's degree at the time. But this made the experience even more exciting and fulfilling, as it pushed me to work harder, and it empowered me to accelerate my own success.





Today I am a Senior Director of Communications.

I couldn't have advanced this far if it weren't for my relentless motivation to push forward, and for my amazing Leaders and Teammates. They've challenged me, believed in me and above all, empowered me to own each next step in my career – even when that next step wasn't initially clear.

I think my story translates to the foundation of what makes Rock Connections.

We are the epitome of home-grown success, and that's really due in part to the empowerment piece.

Empowering everyone around us is literally the foundation to our success here, and we need to keep that going if we truly want to keep the growth alive.

With 41 female leaders by title (that's more than half of us!), we empower women to lead their own stories at **every** step in their journey.

So today, and every day, let's show our support for International Women's Day by committing to encouraging each other and to building one another up.

Let's #PressForProgress together!

We are the “they” after all.

Rachel Terryah

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