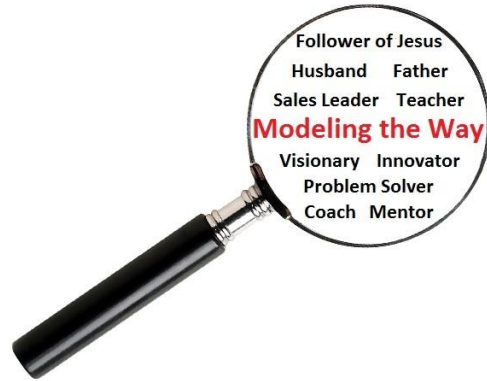


2017

Personal Mission Statement*

God has uniquely designed me to be a change agent by using my teaching and influencing abilities to mentor, train, and lead others. I feel God's pleasure when He uses me to guide and coach others in an exciting but logical way, to help other's reach their full potential. My primary focus is to discover and direct other's talents, and to show them the way and encourage them.

M A W
MARK A WATKINS



*Based on results from the Personal Profile Report taken from the www.YourUniqueDesign.com online assessment in 2011. Updated in 2016 after reading "Wooden on Leadership."

Professional Focus Points

- Lead "Best in Class" Weekly One on Ones with specific S.M.A.R.T. Goals (Simple, Measureable, Action Plan, Realistic, Time-bound) and Follow-Up to Verify Follow Through to increase accountability and help reps reach their full potential.
- Reinforce positive behaviors to encourage the heart weekly.
- Read at least six new books in 2017 to become a better leader - "Leaders Read."
- Take better care of myself physically by working out 3 days per week and eating better daily by reducing carb and sugar intake. Goal of ≤250 lbs. before 12/31/17.



Revised: December 31, 2016

All content included on this page including the Personal Mission Statement and the Professional Focus Points reflects Mark A. Watkins' own opinions and Mark A. Watkins is not authorized to represent Waste Management's positions, strategies or opinions.