

# ALBERT ISMS

Humorous Insights into  
Navigating Corporate America



Albert Rodriguez

*Albertisms*

By  
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Strategic Book Group

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# *Acknowledgment*

Has there ever been a defining moment in your career, when you know that, moving forward, things were going to change? That is how I can best describe my initial meeting with the author, Albert Rodriguez. I was working for one of the largest corporations in the United States, and through the grapevine, I heard that our Pennsylvania location was getting this new “sales whiz kid” from another district, Texas no less, to help boost our district’s sales. *Just what we need*, I thought, *another manager making his way through the ranks who has friends in high places*. Having multiple territories in our own district, I figured I would have minimal interaction with him. How wrong I was; I was in the territory to which he was assigned. . . . Hello, Albert!

Albert was a breath of fresh air. His positive attitude and outlook on life was inspiring and infectious. He helped our sales team learn how to laugh at the idiosyncrasies of our company while gently pushing us to individually be the best we could be. Our team went from last place to first! We all encounter many *Clingers* throughout our careers, but I hope that everyone gets to experience at least one Albert.

This book takes a humorous, compelling, and insightful look at corporate America. It is for anyone who is working, looking for work, or just getting started in a career. You may recognize your boss, your coworker, or even see glimmers of yourself. Relax, laugh, and learn. Let Albertisms help you to reprioritize, rethink, and rejuvenate! I am no longer with corporate America, and I have Albert to thank for pushing me to follow my dreams. Thank you!

Patty Bowen  
Career Consultant/Independent Contractor



# *Forward*

You just gotta laugh! I tell myself that every day. I'm sure you have walked out of the *big meeting*, and as soon as you got far enough away, you laughed yourself silly. If you don't, you need to. Work is hard enough without humor. I manage to add a little chuckle at every opportunity. When I'm in the office or on a sales call, I'm smiling, not because I don't take my job seriously; it's just the opposite. I take it very seriously, okay, somewhat seriously.

*Albertisms* was born out of tidbits of information I shared with coworkers on how to survive the grind that is corporate America. The rigidity that we face is sometimes overwhelming and can literally kill you if you let it. On that fact, I speak from experience. I came to the point in my career where my mental health was not good. I got through it by smiling and loosening up the tie (noose) around my neck. Once I found my happy place, success followed, and I was a better employee and manager.

In my twenty-five-plus years of working for corporate America, I have been taking notes and placing them in a file I titled "Albertisms." I began taking them during presentations, and they slowly grew into observations beyond that. Every so often, I would take them out and read a few to remind myself that there was still room for improvement. Over the years, the file has grown, and I would like to share some of them with you. I realize that these notes do not apply only to those that work in large companies and businesses but can be used by everyone.

I have also had the opportunity to create sayings that leave people wondering and guessing what I would come up with next. During a meeting, a manager told me to write a book titled *Albertisms*. Here are some phrases and words of advice to share with your friends. I hope you enjoy reading them as much as I enjoy sharing them with you.



# *Stumbling to the Top*

I want to start out with observations I have made from taking notes on various managers. I have worked for great ones and ones that weren't so great. I kept asking myself, "How in the world did this poor manager get to where he's (she's) at?" Well, I finally figured it out. I think you will know at least one boss that fits into one of the following categories. I call these managers the *Clingers*. They are bosses who try to hold onto their jobs any way they can.

The Clingers stumbled to the top by three means:

**Observation #1: People rise to their level of incompetence:** In other words, there are managers that will rise to the level where their education, experience, and ability will not allow them to move forward. From that point, they will make sure those with more ability, education, and experience do not proceed beyond them.

**Observation #2: Networking is a great tool. . . . Use it.** It is very important to be seen and heard. Go to after-work events, parties, and functions. Do not count on your boss telling everyone how good you are. (See observation #1.) Go to networking events to promote yourself, but always remain professional.

**Observation #3: Do not confuse networking with butt kissing; they taste different.** If you use the second part of this rule, congratulations! You're probably in the number two position. You will always need someone in front of you to succeed. As long as you use this method to get ahead, you'll never get any higher than second place. Let's hope your boss never comes to a screeching halt.

Don't forget these observations, because your boss may be reading this book too. I will constantly refer back to these three observations throughout the rest of the book. They are the foundation for the information I want to share.

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