

SPWP News



This month's meeting will be held August 9th, 2018 at the Norris Conference Center, beginning at 7:30 a.m.

Please respond to the PunchBowl Invite letting us know if you will be joining us or not. Regrets and RSVPs should be sent to Kadie Rose via email or the PunchBowl Invite. If you do not RSVP, we may not have the space to accommodate you. If you RSVP yes and do not attend, you will be charged the cost of the breakfast.

Reservations can be made by credit card (MasterCard, Visa or American Express) at the breakfast meeting or via PayPal on our Web site: www.spwp.org.

Please remember to turn cell phones off or to silent during meetings.



PRESIDENT'S NOTE

Hello Ladies,

Summer is nearing an end and school will soon be back in session. Your SPWP board is busy finalizing the 4th quarter so please follow our social media sites for updates.

August is our joint meeting with the American Association of Drilling Engineers (AADE). Be sure to RSVP to the PunchBowl invite and show your support at this co-ed breakfast meeting.

Speaking of the August breakfast meeting, we will have a special election regarding membership requirements. We are hoping this proposed change helps to increase the number of professional women able to join our organization.

SPWP is reviving one of our fundraisers this year – our golf tournament, which will be the 22nd SPWP golf tournament. It will be held on Monday, November 12th at WindRose Golf Club in Spring. We need each members' help in promoting this to your company, clients, and friends. The tournament is open to participation by anyone – men, women, in oil & gas industry, not in oil & gas industry. What the golf committee needs your backing with is getting golfers, sponsors, ditty bag items and prizes. Contact Renee Brown or Sherry Adams if you have donations or questions!

Remember to "Like" and "Share" us on Facebook at Society of Professional Women in Petroleum, Houston.

Sincerely,

Sylvia Garcia

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JULY MINUTES

First Vice President Erin Stroud called the meeting to order at 7:33 am on July 12th, 2018 at the Norris Conference Centre on behalf of President Sylvia Garcia who was absent. Erin welcomed all SPWP members and guests and then introduced the 2018 board members. Second Vice President Renee Brown was absent.

Erin requested a motion to approve the June 2018 minutes as written in the newsletter. Kimberly Gonzales approved and Lellany Conaway seconded. No one opposed, so the minutes were approved as written.

Scholarship Committee Co-Chair, Lauren Jijina, introduced the 2018 SPWP Scholarship Recipients who shared with us their appreciation for the scholarship they'd received as well as their plans for the future. All four scholarship recipients in attendance are enrolled at the University of Texas: Amanda Saxman, Varsha Vasu, Gillian Davidson, and Shalom Akinwunmi. Lauren read letters from the two recipients who could not attend the meeting: Alexandra Dearborn - University of Houston, and Savannah Pickens- Texas A&M.

Erin asked the scholarship recipients to please be on the lookout for update requests from the 2019 First VP to include in future SPWP Monthly Newsletters.

Member at Large, Kadie Rose, announced the Featured Member of the Month as Kelsey Hulett and the Volunteer of the Month as Maria French for her efforts promoting SPWP with Halliburton.

Erin wished members Kelsey Hulett, Ashleigh Williams, and Maria French happy July birthdays.

Erin reminded attendees that we are still accepting recipes until the end of July to be included in our fundraising cookbook and to please submit them to Board Members Kadie Rose and Kayla Honza.

Erin highlighted the Bingo social event scheduled for July 26th at the SPJST Lodge in the Heights.

Erin opened the floor to guest introductions and announcements. There were 11 guests in attendance. Golf Committee Co-Chair, Sherry Adams, announced that the 22nd Annual SPWP Golf Tournament Registration form would be distributed to the membership this week to begin championing players, cooking teams, and sponsorships with their industry contacts.

Erin reminded everyone that our next breakfast meeting is August 9th and to Like and Share us on Facebook (Society of Professional Women in Petroleum, Houston).

The meeting was adjourned at 8:02 am.

Respectfully submitted,

Gina McGinn



August 2

Kim Gonzales

August 12

Renee Brown

AUGUST FEATURED MEMBER

Lauren Jijina

1. **How did you get started in the Oil & Gas Industry?** I was recruited by NOV (as part of the Next Gen Program) my senior year of college.
2. **Area of Specialty (i.e. Sales, Engineering, Accounting, etc.)?** Product Development
3. **When people come to you for help, what do they usually want help with?** I'm currently working on rolling out the integrated product development process post-Baker Hughes / GE merger, so they mostly want help clarifying what this new process means for them, and have questions about it.
4. **Most influential person in your career and why?** I don't think there was one particular person but I have had a few really good managers who I learned a lot from, and who vouched for me when I changed jobs.
5. **Best career advice you've received?** A fantastic keynote speaker at a product development conference once gave me what might not be the most popular piece of advice, but it resonated with me "Always like what you do, never love what you do." It doesn't make for a great bumper sticker but his point was that passion is great for a short time and then it burns out pretty quickly, and that's not good for a long term career.
6. **Were you born in Houston? If not, what brought you here?** I am a native Long Islander but went to school in St. Louis and moved to Houston for work.
7. **Favorite place in the world?** Nantes, France
8. **Favorite book or movie?** I don't have a favorite book or movie, but I recommend "Everything I Never Told" you by Celeste Ng for a book and "Best in Show" for a movie. I do have a favorite podcast, which is "Do By Friday".
9. **What hobby would you get into if time and money weren't an issue?** I would become a scientist who researches hair.
10. **How did you become involved with SPWP?** Through NOV– several of my friends were members so I joined too.

SPWP HISTORY TIDBIT

In 1985, the rules for SPWP's scholarship applications were changed. At that time, due to the downfall of the industry, SPWP eliminated the requirement that applicants had to be planning a career in the petroleum industry. Requirements now only stipulated that they had to attend a Texas college and have financial need. These same rules are still in place today.

AUGUST SPEAKER

Massiel Rangel



Massiel Rangel has 26 years of experience in the oil and gas industry as a Geoscientist, Geomechanical Engineer, and Manager. For the past 22 years she has worked for Baker Hughes, a GE Company within the Geosciences and Petroleum Engineering team, which specializes in Petrophysics and Geomechanics. She led the introduction of geomechanics real-time services in Latin America as part of this global team. Massiel is currently the Operations Manager for BHGE's Latin America region, where she finds that one of the main challenges is to ensure the integration of earth sciences with drilling operations. In her spare time, she enjoys cycling and interacting with people from other cultures.

AADE PRESIDENT

Dana Larson

Dana Larson is an Operations Manager at Energy XXI Gulf Coast, with responsibilities over well abandonments and the company's Asset Retirement Obligation liability. Dana has over 11 years of experience in oil and gas operations and has worked in a number of capacities, including decommissioning, Gulf of Mexico shelf development, and Deepwater exploration. Prior to joining Energy XXI Gulf Coast, he worked for Eni US Operating in the Houston and Cairo offices, and for Dominion E&P in New Orleans. Dana is a graduate of the Colorado School of Mines and holds a bachelor's degree in Petroleum Engineering. Dana has been on the AADE Houston Chapter Board of Directors since 2014.

SPWP ANNOUNCEMENTS

ROCKIN' RESILIENCY LUNCHEON

The Women's Fund will be holding its 8th Annual Rocking' Resiliency Luncheon on Sunday, October 28th from 11 am to 2:30 pm at the Royal Sonesta Hotel. This event celebrates perseverance and welcomes the women and girls who are participating in the group's Health Education classes. For details, please visit <https://thewomensfund.org/events/rockin-resiliency-luncheon-fall-2018/>.

AADE SPORTING CLAYS TOURNAMENT

AADE is hosting a Sporting Clays Tournament on Friday, October 5th, to be held at the Westside Sporting Grounds. Keep an eye on the AADE Houston Chapter's website for more details coming in the near future: <http://www.aade.org/chapters/Houston/>.

SPWP SCOOP

So what is going on with you?



Congratulations to first time grandmother, "Nay Nay" Renee Brown, as well as new aunt, Kadie Rose! Harrison Klay Brown was born July 11th, 18" tall and weighing 5 lbs. 8 oz.



Congratulations to our 2018 scholarship winners, who we got to meet at our July breakfast meeting!



SPWP descended upon the SPJST Lodge on July 26th for our July social, Bingo in the Heights! Congratulations to SPWP Guest, Brenda Myers, who won!



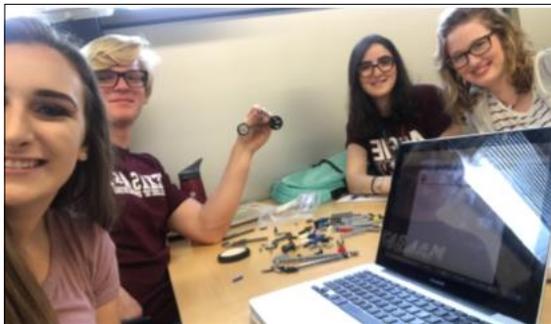
SCHOLARSHIP UPDATE

An update from one of our 2017 Scholarship Recipients...

One of my favorite things about being an Aggie is that there's always a way to start a conversation. So, howdy, SPWP members. I've officially survived my first year of college and am prepared to begin the next one. Like many of my peers, I had my struggles: leaving home for the first time, endless hours of studying, relentless thoughts of self-worth and existentialism, and - the seemingly mandatory - awful first-year roommates. From week one, I put myself out there and joined several organizations (the American Institute of Chemical Engineers, Engineers Serving the Community, and the Christian Fellowship), determined to make friends. But I've come to learn that sometimes, that's not always how it works out. Sure, I met people, but I didn't forge any long-lasting friendships. I tried to convince myself otherwise, but it was unbearably lonely. Surely, if I were having fun, then I wasn't being a proper engineering student. I went to class, kept my grades up, and returned to my dorm room only to start over again the next morning. I never stopped going to meetings. It wasn't until I reluctantly returned from Christmas break that things turned around. After months of not really having anyone, I met the greatest people within my organizations. Suddenly, I was going to class, keeping my grades up, meeting with friends, and returning to my dorm with the next day already planned out. I honestly can't wait for this next year to begin. I'm going to be living with my best friends and working towards my degree of choice. I can happily say that I received automatic admission into my first choice major: Chemical Engineering. Things are starting to look up and I can't wait for the next chapter of my life to begin. Coincidentally enough, just as I'm writing this, I received an email saying I received a job as a Supplemental Instructor for Engineering 102.

Society of Professional Women in Petroleum, best of luck with the next round of fundraising. Keep putting smiles on young engineers' faces!

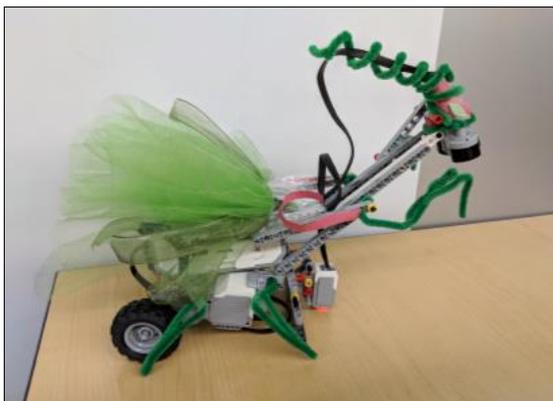
- Emily Parvino (I'm the curly-haired girl in the glasses)



First day of Engr 101 - build something with two wheels?



Christian Fellowship - my new favorite people



Last day of Engr 101 - Final project; got a 100!



Chemical Engineering Saturday - making Chemed friends

CAREER CORNER

The Key to Presenting to Senior Executives

A common issue for professionals who are advancing in their careers and starting to receive more visibility within their companies is that they do not know how to effectively present to senior leadership.

They have spent their careers communicating project updates and collaborating with multiple stakeholders to refine the narrative of their presentations. Now they are in the position of being the primary storyteller and a spontaneous problem solver when the C-Suite executives ask them questions they have not anticipated or prepared for.

Over time, most professionals in this position will start to develop pattern recognition over what the executives will want to know, and will learn to customize their presentation to proactively answer those questions. However, if you want to expedite this learning process and accelerate your career, here are seven questions you should always be ready to answer when presenting at the highest levels.

1. How can we get there more quickly?

Before presenting to a member of senior leadership, you should spend time contemplating what would be required to execute your proposal two to three times faster and be ready to explain any mitigating factors that would affect the speed of delivery. Additionally, it is good practice to break down the scope into smaller chunks, which can help you to recognize opportunities where value can be realized more quickly. This micro-scope approach can also make potential failures much more evident, which unlocks tremendous value as you now have more time to revise your approach.

2. What do you need from me?

Picture this: you just finished presenting an innovative strategy, and your CEO is excited to move forward. She asks, "What do you need from me?" and all you can manage is, "uhhhh...nothing". This common situation stems from the presenter's mentality, which is generally to convince the audience of how smart they are. Instead, the objective purpose of these presentations should be to move the company forward. To support that mission, it is vital to state what you need in terms of resources, budget, and participation from others. People want to be connected to the success of the company, and your success is predicated on getting others involved.

3. What happens if we do nothing?

Senior executives are flooded with pitches from internal and external stakeholders, and they only have a fixed amount of resources to allocate. Furthermore, leadership typically chooses to focus their energy on the programs that will drive the most impact, thereby avoiding the company being overwhelmed by many simultaneous initiatives. Because of this, executives will often ask about the impact of not moving forward with an initiative. When faced with this question, the presenter often realizes that the benefits they pitched may have been overstated. For example, a sales manager may pitch a roadshow initiative to his company's CFO and attach a sales growth figure to the initiative. However, when the CFO asks what the sales growth would be without the roadshow, the manager is unlikely to say 0%. This pushes the conversation in the right direction as the discussion is now based on the true incrementality, and thus criticality, of the proposal.

4. How will our competitors react?

No action occurs in a vacuum, and in a time where innovation is occurring at a rapid speed, competitors now have the ability to react swiftly to the changes your organization makes. It is therefore critical to think about the ripple effects that could take place after your strategy is implemented, and to be prepared to discuss potential reactions in the market that could impact the effectiveness of your recommendation. Where stakes and uncertainty are high, this could call for more sophisticated simulation.

5. What is your suggestion?

It is common to present a well-considered analysis that details the pros and cons of all the potential options, and not have an opinion on the best course of action. It is vital to remember that when you are presenting to executives, it is not enough to present data and analysis in a clear manner. You must also reduce the cognitive overhead the executive must contend with, by providing a clear perspective on "the answer." It is common to fear presenting the "wrong answer". However, this is a mistake, as presenting an answer leads to more meaningful dialogue about the assumptions and analyses that led to it. Furthermore, displaying an opinion shows senior

(Continued from Previous Page)

leadership that you possess the ability to make decisions and are confident in your logic, while also being open to having your ideas challenged. This bodes well for your career advancement as you are demonstrating an ability to continue to grow professionally.

6. What are your assumptions?

It is essential to convey the assumptions you made when coming to a solution as they provide important context for how you have shaped the problem. The same reasoning applies to presentations, and while presentations often do contain a slide on assumptions, it is common to miss the most important “hidden” assumptions - the ones that have the largest impact on the answer. You can uncover these hidden assumptions by asking yourself:

What do I have to believe for this to be the best answer?

What information would change my opinion?

Which assumptions, if changed even modestly, would impact the answer significantly? (e.g., sensitivity analysis)

7. How will this help our customers, and not just us?

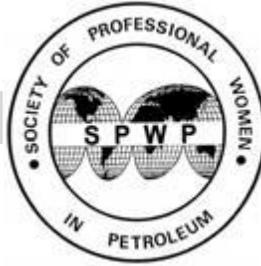
As a result of the competitive advantage Amazon has gained due to its obsession with its customers, many executives are now similarly asking how strategic initiatives, even those that are focused internally, will benefit the customer. Putting thought into how your proposal will ultimately affect the end customer is a powerful way of generating enthusiasm, garnering support, and demonstrating a strategic clarity in your presentations. When presenting, it is therefore smart to think of not only your immediate audience but also of the customers you serve as your “critical stakeholders”. Connecting the dots to find the “why” that ultimately benefits your customers will in turn help your company succeed.

This information has been adapted from an article by Jeevan Balanid, which can be found at <https://www.forbes.com/sites/jeevanbalani/2018/04/27/how-to-present-to-senior-executives-hint-predict-their-questions/#7e16dcc95628>

Society of Professional Women in Petroleum
22nd Annual Golf Tournament
November 12, 2018

Join us for great golf, dinner, and prizes



The **Society of Professional Women in Petroleum** was formed in early 1981 to support professional career women in the Petroleum Industry, through networking, education, and the distribution of technology and information. SPWP is incorporated as a non-profit organization.

All aspects of drilling and production operations are covered through topical monthly breakfast meetings and industry speakers, and we constantly seek to further expand the knowledge of our members. We also feature professional development speakers and hold roundtable discussions on a rotating basis.

SPWP's membership consists of women who have active careers in the Oil & Gas Industry in fields including Engineering, Geology, Sales, Research, Finance, Law, Quality Assurance, Purchasing, Advertising, and Marketing.

SPWP is dedicated to furthering the careers of women in the Oil & Gas Industry and as part of our mission, we have a merit-based scholarship program that provides financial assistance to female Houston-area high school seniors entering a Texas college. Our annual fundraisers on behalf of this program are made possible through the tremendous support of companies within the industry, as well as through the tireless dedication of our members.

Mission Statement

Supporting career women in the petroleum industry through technology and information.



August Breakfast Meeting 08/09

September Breakfast Meeting 09/13

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