



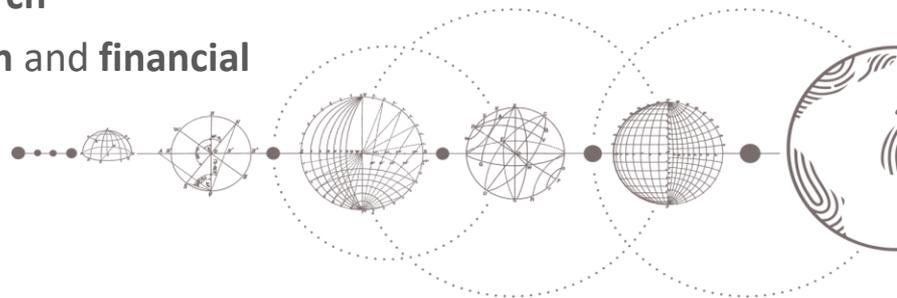
Make Your Organization  
10% More Secure



# About Me



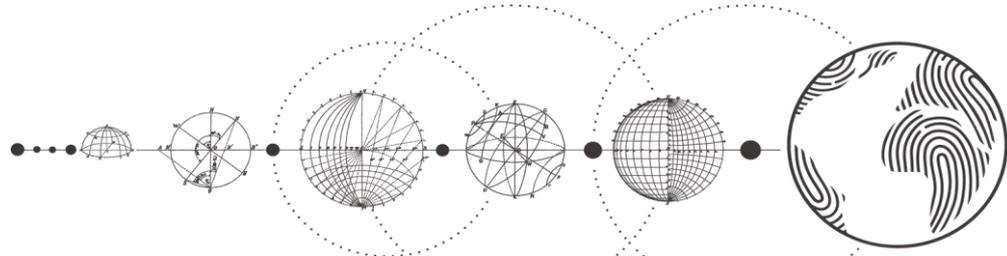
- Chief Operating Officer (COO) @ **LARES**
- Former:
  - C-Founder and CTO @ LEO Cyber Security
  - CISO @ **DataGravity** (*now HyTrust*)
  - Director of Research @ **OpenDNS** (*now Cisco*)
  - Chief Evangelist & Director of Research @ **CloudPassage**
  - Senior Security (Industry) Analyst @ **451 Research**
  - Information Security Officer in **higher education** and **financial services**
  - Engineering manager @ **Q1 Labs** (*now IBM*)
- Blogger, author, and rugby coach



# Introduction

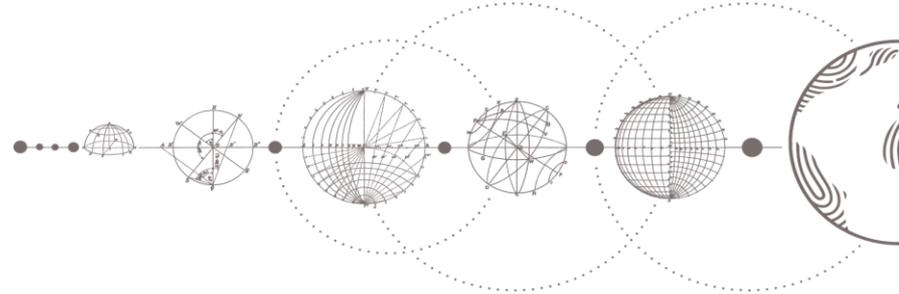
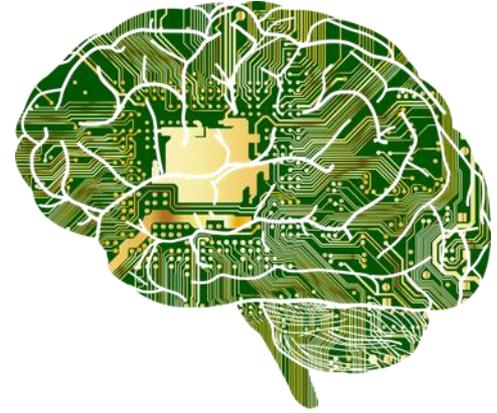


- How can we achieve the results of our security program without punishing those we work with AND not agonize over the results?
- Maybe we've been doing it wrong all these years by using a "my way or the highway" attitude.
- Do you feel like giving it 100% when you're blindly ordered to do so?

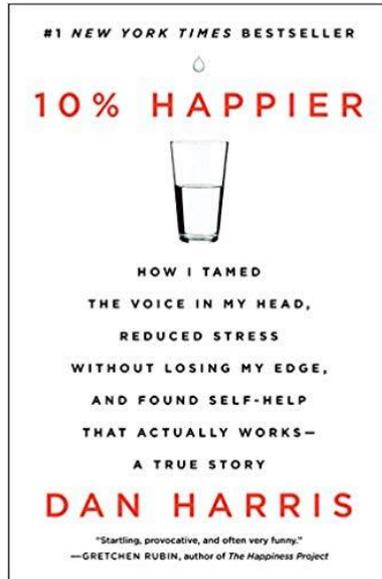


# What is Mindfulness?

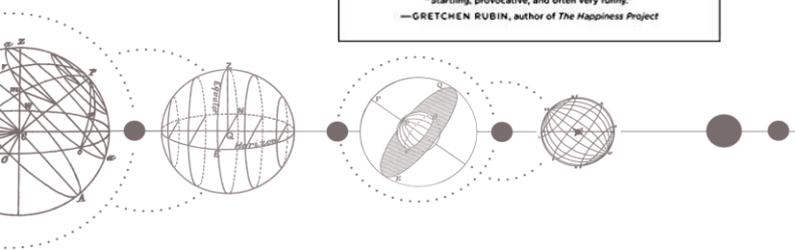
- Mindfulness is the basic human ability to be fully present, aware of where we are and what we're doing, and not overly reactive or overwhelmed by what's going on around us.
- Mindfulness is more than just a practice, it brings awareness and caring into everything we do—and it cuts down needless stress.
- Even a little makes our lives better.



# This Book Made Me Think



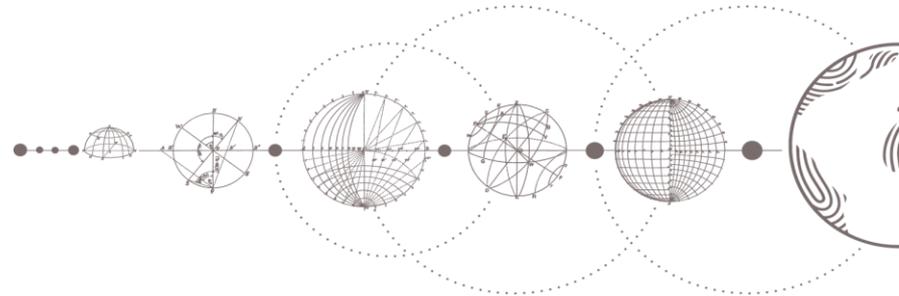
- Dan Harris is a correspondent for ABC News and the co-anchor for the weekend edition of Good Morning America.
- This is his memoir.
- <https://www.amazon.com/10-Happier-Self-Help-Actually-Works/dp/0062265431>





# ...How Does This Apply to Security?

- I, like a lot of people in InfoSec, suffer from depression.
- I started reading the book to find different ways of coping.
- What I found within its pages, in addition to coping mechanisms, were some simple rules that could be used to help communicate the importance of a cybersecurity program.



# The Way of the Worrier



**Don't Be a Jerk**

**Don't Force It**

**(And/But . . .) When Necessary,  
Hide the Zen**

**Humility Prevents Humiliation**

**Meditate**

**Go Easy with the Internal Cattle  
Prod**

**The Price of Security Is  
Insecurity—Until It's Not Useful**

**Nonattachment to Results**

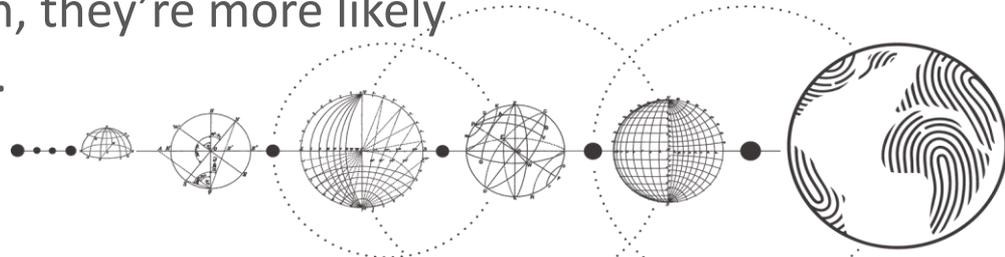
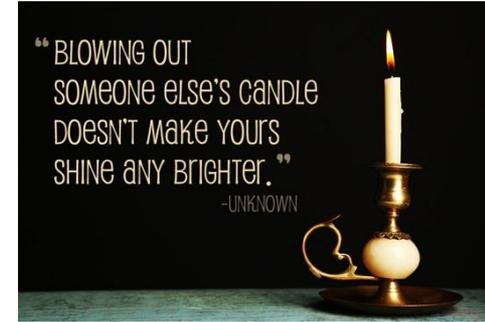
**Equanimity Is Not the Enemy of  
Creativity**

**What Matters Most?**

# Don't Be A Jerk

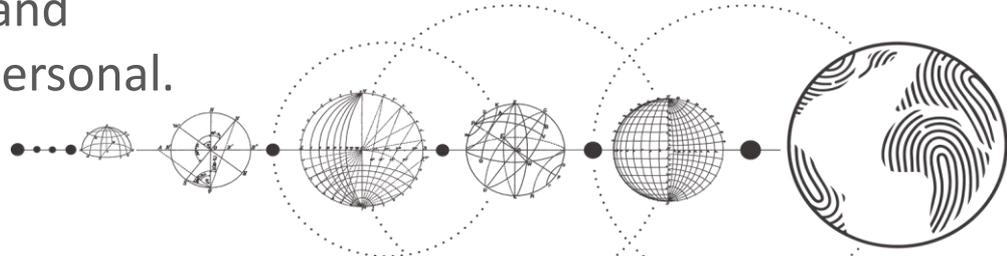


- It's common for people to succeed while occasionally being nasty – we've all met them.
- Are they really happy?
- Sometimes assumed that success in a competitive business requires the opposite of compassion.
- Compassion wins you allies and will make you feel like a better person.
- When people see that compassion, they're more likely to follow you (and your guidance).



# (And/But...) When Necessary, Hide the Zen

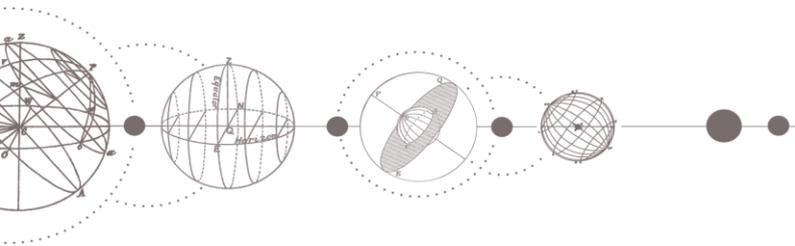
- Be nice, but don't be a ~~knob~~ pushover.
- You're still working in a tough professional context.
- Sometimes you need to be aggressive, plead your own case, or even have a sharp word with someone.
- It's not easy.
- But it's possible to do this calmly and without making the whole thing personal.



# Meditate



- Meditation has countless benefits - from better health to increased focus to a deeper sense of calm.
- The biggest benefit, however, is the ability to respond instead of react to your impulses and urges.
- Give it a try, you might learn how to be less judgmental.



# Example: Phishing Emails



Don't Be  
A Jerk

Explain why what you're doing is important for the business and the individual.

Hide the  
Zen

If they don't get it right away, clarify the objective/process.

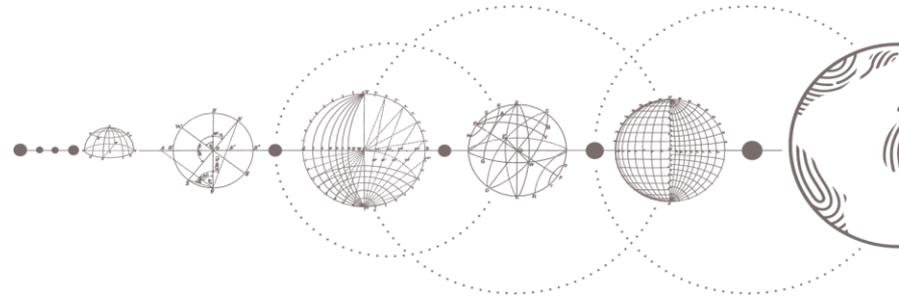
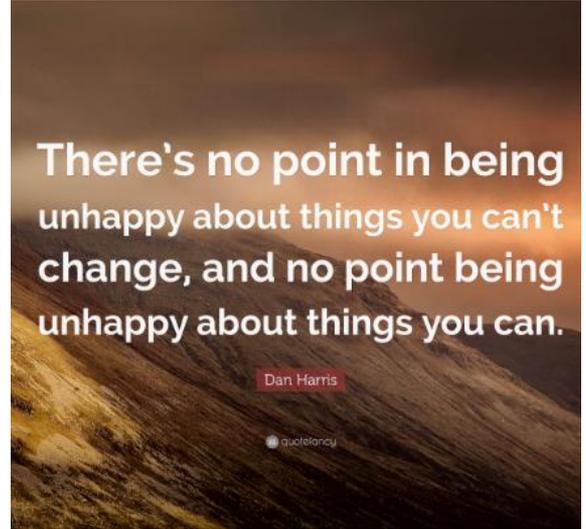
Meditate

If you get angry/frustrated, reflect on why they're not getting it and correct **your** approach.



# The Price of Security Is Insecurity

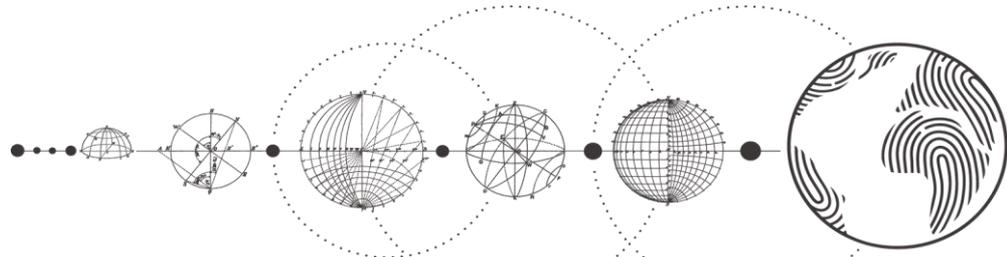
- Mindfulness helps you to figure out when your worrying is worthwhile and when it is pointless.
- Vigilance, diligence, the setting of audacious goals – these are all the good parts of “insecurity.”
- Hunger and perfectionism are powerful energies to harness...to a point.



# ...Until It's Not Useful



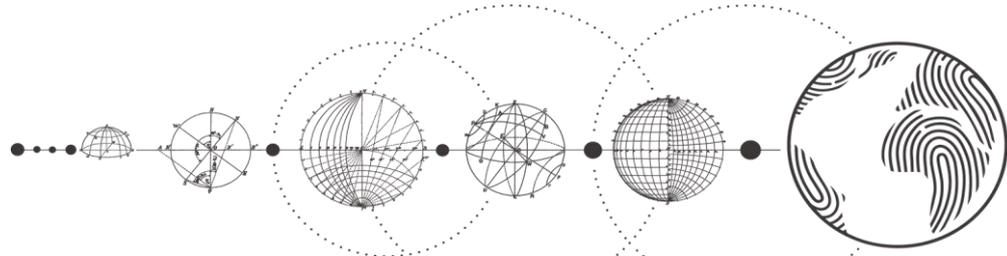
- Question 1: *Should* your organization be 100% secure?



# ...Until It's Not Useful



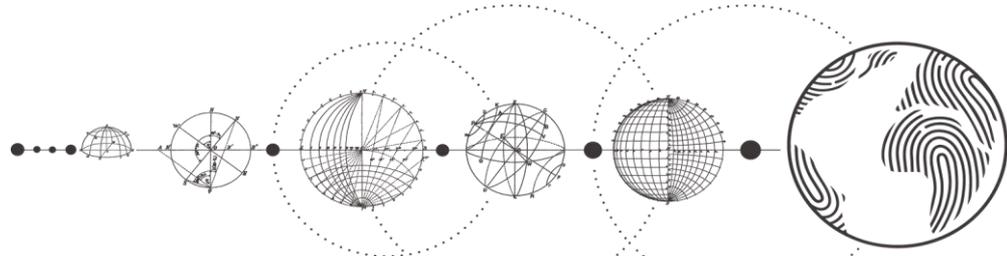
- Question 1: *Should* your organization be 100% secure?
- Question 2: *Should you want* your organization to be 100% secure?



# ...Until It's Not Useful



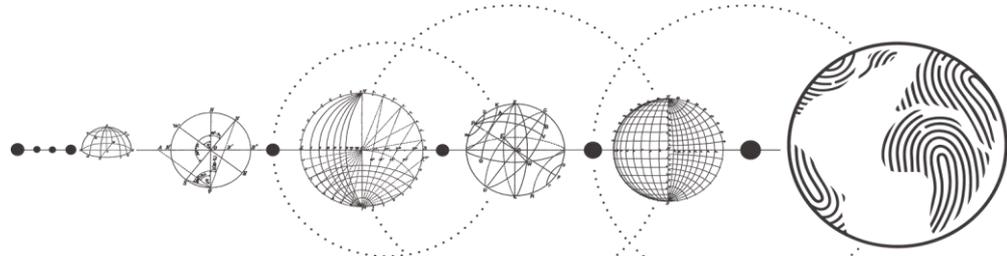
- Question 1: *Should* your organization be 100% secure?
- Question 2: *Should you want* your organization to be 100% secure?
- Question 3: *Can* your organization ever be 100% secure?



# ...Until It's Not Useful



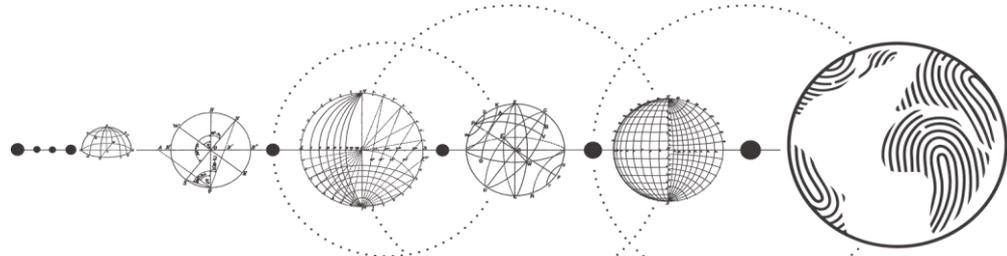
- Question 1: *Should* your organization be 100% secure?
- Question 2: *Should you want* your organization to be 100% secure?
- Question 3: *Can* your organization ever be 100% secure?
- Question 4: *Should* you compare the security of your organization to other organizations?



# ...Until It's Not Useful



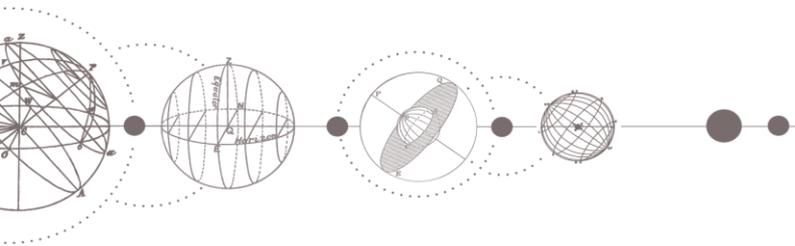
- Question 1: *Should* your organization be 100% secure?
- Question 2: *Should you want* your organization to be 100% secure?
- Question 3: *Can* your organization ever be 100% secure?
- Question 4: *Should* you compare the security of your organization to other organizations?
- Question 5: *Should* you worry that your organization is not 100% secure?



# Equanimity Is Not the Enemy of Creativity



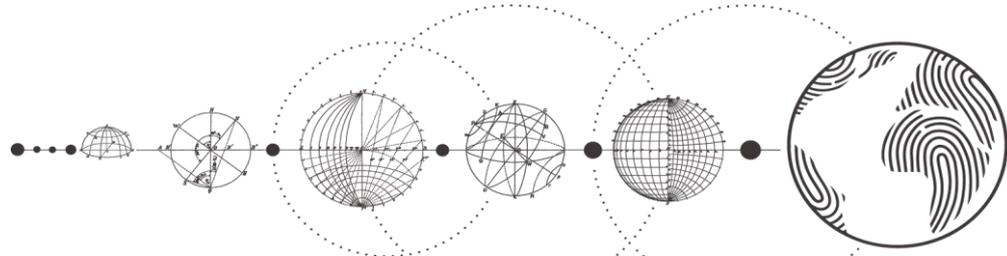
- *Equanimity* is mental calmness, composure, and evenness of temper, especially in a difficult situation.
- You don't need your demons to fuel your drive.
- Taming them is a much more satisfying exercise than indulging them.
- Mindfulness can clear out the routine and unhelpful assumptions.
- Making room for new and different thoughts.



# Don't Force It



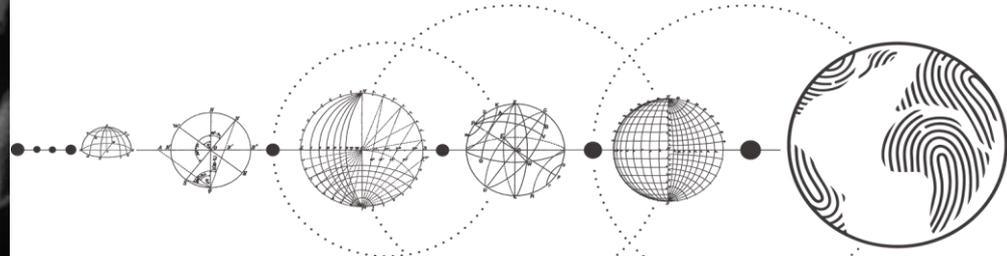
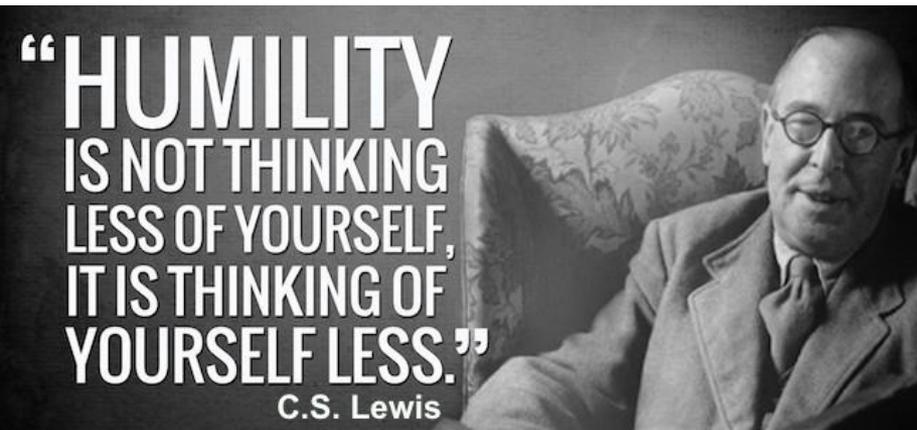
- It's hard to open a jar when every muscle in your a
- A slight relaxation will serve you well.
- Purposeful pause to gain composure.
- It won't work every time.
- Probably better than trying to bulldoze through.



# Humility Prevents Humiliation



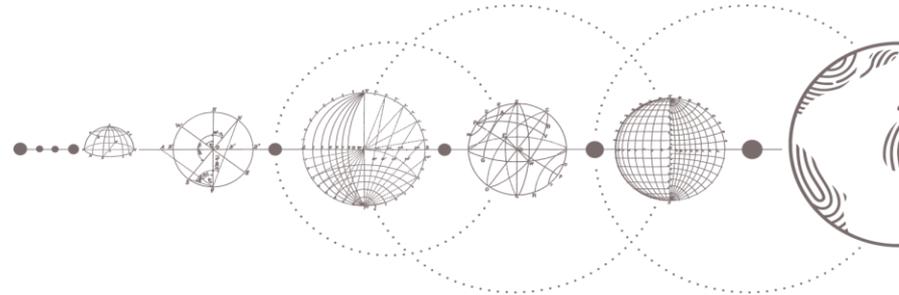
- When you don't dig in your heels and let your ego get into entrenched positions you can navigate tricky situations in a much more agile way.
- Humility is a relief, the opposite of humiliation.
- Striking the right balance is delicate (*See item 2*).





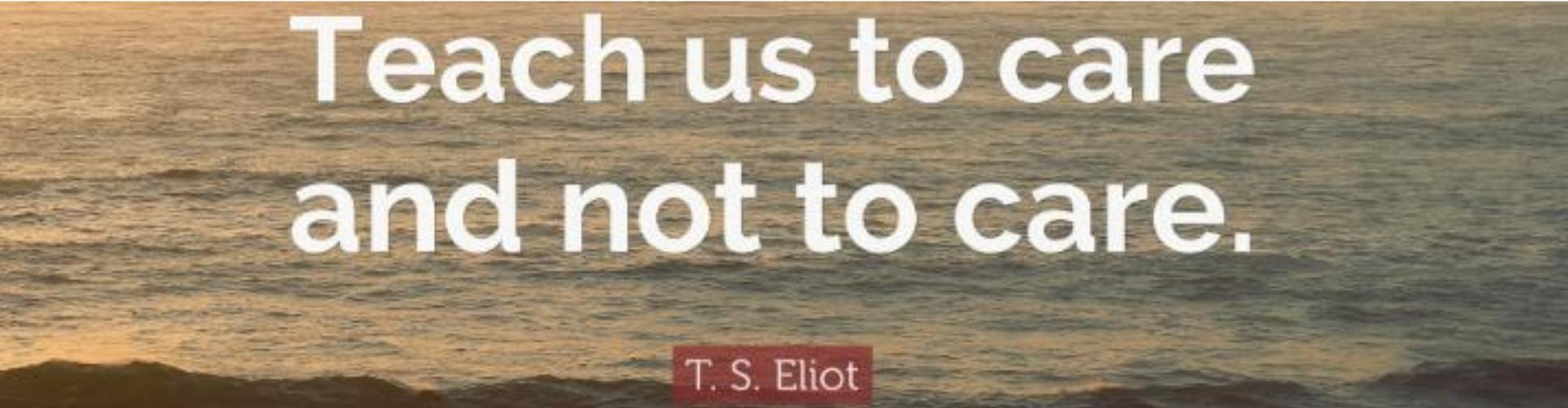
# Go Easy with the Internal Cattle Prod

- “Firm but kind” > “harsh self-criticism”
- Better able to bounce back from missteps.
- Remember, all successful people fail.
- If you can create an inner environment where your mistakes are forgiven and flaws are candidly confronted, your resilience expands exponentially.



# Nonattachment to Results

- Nonattachment to results + self compassion = a supple relentlessness that is hard to match.
- Push hard, play to win but don't assume the fetal position if things don't go your way.



Teach us to care  
and not to care.

T. S. Eliot

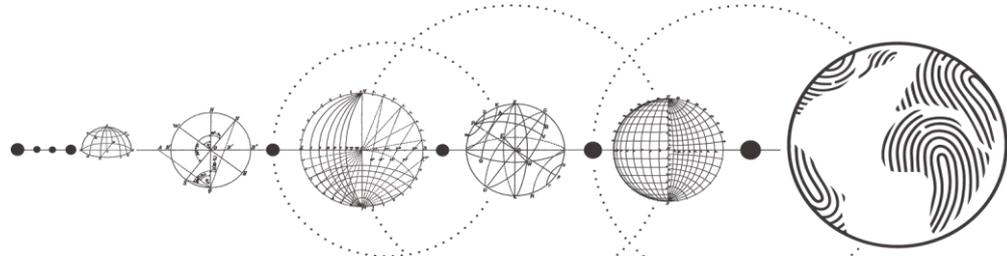
# What Matters Most?



- Think about the balance between ambition and equanimity.
- When worrying about the future, learn to ask yourself:

*What do you really want?*

*How much suffering are you willing to endure?*



# In Conclusion...



**Don't Be a Jerk**

**Don't Force It**

**(And/But . . .) When Necessary,  
Hide the Zen**

**Humility Prevents Humiliation**

**Meditate**

**Go Easy with the Internal Cattle  
Prod**

**The Price of Security Is  
Insecurity—Until It's Not Useful**

**Nonattachment to Results**

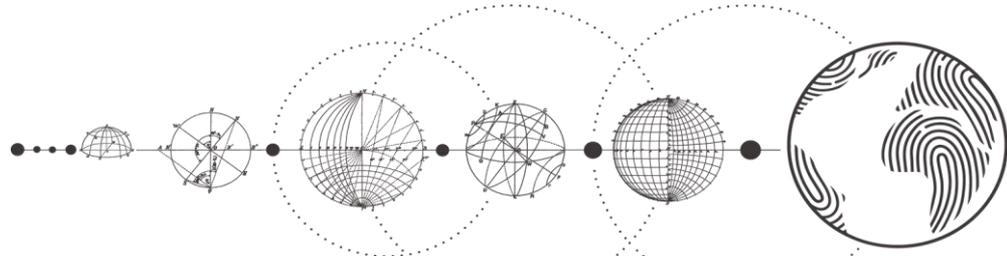
**Equanimity Is Not the Enemy of  
Creativity**

**What Matters Most?**

# References



- “10% Happier: How I Tamed the Voice in My Head, Reduced Stress Without Losing My Edge, and Found Self-Help That Actually Works” – Dan Harris
  - <https://www.amazon.com/10-Happier-Self-Help-Actually-Works/dp/0062265431>
- “The Art of Happiness, 10th Anniversary Edition: A Handbook for Living Kindle Edition” – the Dalai Lama
  - <https://www.amazon.com/Art-Happiness-10th-Anniversary-Handbook/dp/1594488894/>





## Lares, LLC.



(720) 600-0329



@Lares\_



sales@lares.com



<https://lares.com>



Corporate Headquarters  
2311 Champa Street  
Denver, CO 80205



Atlanta Office  
3260 Pointe Parkway, Suite 100  
Peachtree Corners, GA 30092