



Fleet Master Chief (FLTCM)  
Personnel, Manpower, & Training (N1)  
701 S. Courthouse Road  
Arlington, Va 22204



Congratulations to you and your family on this significant milestone:

As the Chief, **You Are** and must continue to be the **Technical Expert** leading and mentoring your juniors, peers and senior personnel. Challenge them to be better than themselves each and every day, preparing them for our next major conflict. You are now the Chief! You will have to make the hard decisions: Be confident and if you're in doubt reach out for help!

*These are just a few items, I've learned over my career and would like to pass on to you: They are very easy to say and understand, but sometimes difficult to achieve on a daily basis.*

**Be Humble:** Challenge your personnel and your peers, stay committed and remember no one is successful by themselves.

**Be Honest:** Do the right thing! No "sugar coating" Be Firm, Be Fair and Be Respectful. Your personnel need/deserve your honesty!

**Be Consistent:** Being the Chief is not a popularity contest: You must be visible and communicate at all times, not when it is convenient for you.

*"I don't know what the key to success is, But the key to failure is trying to please everyone" Bill Cosby*

You will never be able to please everyone all the time!

**Leave a Legacy:** What is your legacy going to be? If you influence one person (your spouse, children, sailor, etc) what do you want them to remember about you?

*"Commitment is what transforms a promise into reality. It is the words that speak boldly of your intentions. And the actions that speak louder than words. It is making time when there is none. Coming through time after time year after year.*

*Commitment is the stuff character is made of; the power to change the face of things. It is the daily triumph of integrity over skepticism." Abraham Lincoln –*

**Stay Committed Chief!**

**Never Lower Your Standards for anyone!**

**Have Fun!**

*Kelly and I wish you all the best!*

*Delbert M. Terrell Jr.*  
Delbert M. Terrell Jr.

