

Stop Whining

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Irony

BRACE YOURSELF



makeameme.org

Hard to find a job

- Are you networking
 - Go to events, talk to people
 - Buy a cup of coffee to get leads
- What does your resume look like?
- Are you getting experience?
 - Nonprofits, churches, etc.
 - Clubs

Hard to find good Talent

- Look outside the market
 - Find a rockstar and allow that person to learn and grow
- Train them
- Send them to get a cert
 - Measurable progress

Conferences

- Sun Tzu says...
- I am not a lawyer
- Vendors
 - “Are you going to RSA...”
- APT, FUD, Next Gen...
- Fun/Exciting stuff but not practical
- Not applying learned information

Vulnerabilities

- Concentrating on the exploit rather than likelihood
- Not applying risk management 101
 - (Threat x Vulnerability) – **Control** = Risk
- Using it to create FUD

3rd Party

- Vendors provide crappy service
- They provide vuln scans – not pen tests
- VPN's are an open door

- Vett them prior
 - Ask for work
 - Ask them direct questions
 - Write it into their contract
- Put access controls in
- Create a vendor management program

Developers

- I don't like them
- Security doesn't apply to them because they keep the company profitable
- Their code stinks
- Introduce [S]SDLC
- Include security as a metric they have to meet

Tools

- I don't have a budget for the tool I need
- There are too many limitations of XYZ
- We, as a community, need to expect more from vendors.
- Get better at using existing tools
- There are lots of ways to make a poor man's version (i.e. schedule a script)
- There's no such thing as a swiss-army security tool. Wise up!

Management doesn't understand

- They won't pay for XYZ tool
- I don't have enough head count
- They just don't care

- You're doing it wrong
 - Change the geek speak to business terms
 - Try to determine what “keeps them up at night”

Auditors/Compliance

- I have to respond to another audit request
- Audit isn't security
- Audit is boring

- No! Audit is exciting
 - Use it to further your sec. program
- Audit is not security, but you can incorporate it into your maturity model

I'm overworked

- In charge of too much
- Not enough time to get things done
- Quit
- Present a business case to hire another person
- Get management signoff that they understand the risk (but it won't help)



**SUCK IT
UP
AND
STOP YOUR
WHINING**