



How to get the  
Most Out of your  
**SHAREPOINT  
DEVELOPER**

**3 Tips** You Can't  
Go Wrong With

**Therman Trotman**  
A.k.a Mr. SharePoint

## MEET THERMAN TROTMAN



I'm Therman, but some people call me Mr. SharePoint. I'm your SharePoint expert who isn't your typical "IT Guy".

Over the years, I've helped 100s of users do their job better using SharePoint and other technologies in the Microsoft suite.

With over 22 years of experience in the IT industry, I'm your go-to guy for all things tech and productivity.

## HOW TO GET THE MOST OUT OF YOUR SHAREPOINT DEVELOPER

I love to show people how to make life better using tech and my approach to teaching makes the process smooth and memorable.

[Check out my resources here.](#)

I have something for project managers, government contractors and business owners who are ready to spend less energy working while letting tech do all the heavy lifting.

Now, let's get into it!

## HOW TO GET THE MOST OUT OF YOUR SHAREPOINT DEVELOPER

Imma give you three tips that will help you get the best job out of your SharePoint developer. In my opinion, which comes from my experience, this is the best process.

I've been doing this for 13 years now, being a SharePoint developer supporting companies and individuals. Getting them from point A to B and C and all that other stuff.

In my experience, here's what I think is the best way to go about hiring and working with your developer:

### 1. KNOW ALMOST EXACTLY WHAT YOU WANT.

I'm saying this because I'm a big proponent of "technology doesn't trump people".

It's always people over technology since the business is run by people and people make the business go round every day.

You bringing in the technology is not gonna make the business better. What really makes the business better are the people.

What you need then is technology to support what the people are doing and that's where I (and other SharePoint developers like myself) come in.

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So... if you are doing a thing already and then you need to supplement that with some technology, that's the ideal situation.

If you're not doing that already, trying to have the technology come in and support something that doesn't exist, just yet, is gonna be almost impossible or extremely difficult.

Let me make an analogy here to make it make more sense. A perfect example is a gym, right?

You know somebody is getting ready to start working out in the gym and they hit you with:

"Before I start going to the gym, I gotta get me some sneakers. I gotta get me some shorts. I gotta go hit up under armor and make sure I got all the right stuff.

If I don't have that stuff then I ain't gonna be able to workout properly. I'm not gonna get a good workout"

Now, you know that's foolishness. That sounds stupid, right?

I mean if this person wants to do the thing, which is get into the gym, they got the sneakers, they got

t-shirts. They got shorts and sweats.

Whatever they wanna do, they can make it to the gym. So if this person wants to do a thing which is to go workout, he can make it happen.

Now, after they get there, let's say they're working out and they're in their regular clothing; they didn't go by all that foolishness, not yet anyway.

They get to the gym and they realize when they run on the treadmill that it kinda hurts.

They do some talking with their trainer, if they have a trainer.

Do some research and they find out it's because they're using these sneakers with these jacked-up soles and it causes some back pain.

Now, in this scenario, the technology is the sneaker so this person is already doing a thing.

They're working out, enjoying themselves, making some progress, but now they need to level up.

So they go and find out the type of sneaker that they need.

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They're like, I know exactly what I need. I need a sneaker with thick soles and I'm flat-footed so I gotta do this, I gotta do that.

Here's the type of sneaker that I found. They go and buy that sneaker and then they get back to doing what they were doing and they have just leveled up.

This is why I said you should know almost exactly what you need, because you know you gotta talk to an expert.

They went into the store, maybe a sneaker store or running store, and they spoke to a person and they said, "Listen, I've been working out, I've been getting lower back pain. I did some research and found out that this is the problem. Do you have sneakers that work like this?"

The person can say, "Hey, yeah, of course we do but let me take an assessment real quick. Put on some sneakers let me see you walk, let me see you run and maybe I'll be able to help you out".

Because that person's an expert they know what they're talking about.

So you didn't come in knowing exactly what you needed.

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I need this brand, I need this color, it supports this and supports that.

You knew almost exactly what you needed and then the expert brought you home and now you're leaving with a nice pair of sneakers.

You'll get back in the gym tomorrow, you're taking yourself to the next level; that is the ideal situation, for an organization, in that analogy.

Where you're already doing the thing, the dedication is there and you want to level up the next project that y'all are working on.

And after getting into the groove you figured out oh we need to fix this and fix this; we need this kind of technology.

Then you go and get this technology and you supplement what you're already doing, you support what you're doing and not the other way around.

So that's why I say know exactly what you want. That's the first tip. So the second tip kinda is along the same lines.

2. YOU HAVE TO HAVE THE MENTALITY THAT THE TOOL ITSELF WILL NOT FIX YOUR ISSUES - YOU NEED A PROCESS.

Super important, the process comes from you already doing the thing.

So, again, if we go to this gym example where this person was running on a treadmill.

Let's say every Monday, Wednesday and Friday they hit the weights.

But every Tuesday, Thursday and Saturday they do cardio.

So they have a process down, these three days they do weights and these three days they do cardio and maybe they wanna start tracking what they're doing.

If you know you have a process already, when you start to track the information you wanna track for your workouts, you can start by identifying what you need to track.

So you say on these days, I need to track my food.

On these days I need to track how far I ran.

On these days, I need to track the route that I used.

All that type of stuff is easier to build an application around because you already have a process that works for the most part.

It's a pretty solid process, it already works and now the technology comes in to support that process. Especially if there are multiple people involved.

Let's say, at an organization, the process involves one department finishing a thing and then it moves to the next department.

Let's say HR has to do an initial intake. After they're done with that initial intake, maybe this new employee needs a computer.

Now, under normal circumstances, the HR person calls up the IT people and says, "Hey, listen I got a new person, they need a new computer. Can you get them hooked up?"

The IT person says "Yeah, of course, send them my way".

They come over, pick up the computer, and the IT person types some stuff into a spreadsheet. They walk away with their new computer.

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When you do an assessment of that process, it works because you get the person their computer but you know that it could work faster and more efficiently because you could automate some of this stuff.

That's where when you're building this application or you're bringing the technology you're gonna smoothen this process out because you're gonna automate it.

So instead of having an HR person pick up and call a phone to the IT department and then the IT person has to be there to pick up the phone, then they gotta fill out the spreadsheet, talk to this person and do a whole thing.

Instead of doing that, you can have the IT person in this new application get an automatic notification from HR that tells them exactly:

- what they need to do,
- where this person's gonna be sitting,
- what type of computer they need to get authorized.

And you're gonna check the inventory, automatically.

It's a whole thing.

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This is again why you need a process, if your process is already pretty solid and working then it's gonna be easy to bring in this technology, like Sharepoint, to help you automate that stuff.

Very very important.

So, again to recap real quick, the first two bullets:

- You don't need to know exactly what you need but knowing almost exactly what you need is perfect.
- Second is understanding that the application is not gonna fix your issues, it's really your process that you need to fix, if something's wrong, and then the technology will just support that.

So in that case, if you have a problem with, let's say HR reaching out to the IT person because HR likes to take too long to reach out or they don't like using a phone or something.

Technology is not gonna fix that because if they don't like calling on the phone they're not gonna like using a new application.

That's a people thing; that's not technology. Technology doesn't fix bad behavior or people's slacking.

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It doesn't fix that, you still need people to be involved somehow.

So don't think that because your technology looks cool, is easy to use and because so many other organizations use it, and they succeed, that when you bring it to your organization you're gonna get the same results.

It doesn't work that way.

It's your people using the technology, so you gotta remember that.

Now...

The third thing is another one that I find very important, that's obviously why it made the top three.

So depending on the project, that's the Sharepoint project you're trying to implement, you have to:

**3. HAVE SOME TYPE OF POWER OR SOME TYPE OF PULL WITHIN THE ORGANIZATION.**

And what I mean by that is if you're the type of person who, in the organization, you're not liked and

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you don't have a lot of good relationships throughout the organization ...

Or maybe you're like a really good worker but not too many people interact with you and mingle with you, or people don't wanna hold long conversations with you ...

People don't show up to meetings that you try to hold ...

And then you don't have the ability to get things implemented because you're not in a position of power ...

Or you don't have the ability to reach up and get support from those in power ...

Your project is gonna go pretty much nowhere because when you're working inside of an organization, you're working with other folks and one of the main things about Sharepoint is **sharing**.

You're gonna be using a tool that other people within the organization are gonna be using.

So it doesn't matter if you sit there, work with the developer, get the best tool going and then you try to rally people up to use your new tool.

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They're not gonna do it because you don't have the right power to get them to do it.

And when I say **power**, I don't mean like you're going strong on somebody.

I'm talking about if you've got a good relationship with a lot of people, especially those higher up.

You could go to them and say,

*"I'm working on this project. What do you think?"*

*"Give me some insight"*

*"Do you think the boss is gonna sign off on this?"*

And they say something like,

*"Who knows? Let's go ask. Let's set up a meeting and see if he'll be okay with you working on that."*

Now, you find out you have the endorsement.

You need that endorsement in order for your project to go somewhere because if you don't you're gonna be creating this thing, good or bad, that nobody's gonna use.

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You'd waste the developer's time, waste your time, and if you're paying, you waste your money and then add stress to your life because you're like,

*“Oh my God! Why does no one want to use my tool?”*

I'm saying, the fact of the matter is you didn't even get it sanctioned before going out there and trying to get it done.

That's actually something that I talk about in my course “Sharepoint 101” which you can find on the website [thesphelpdesk.com](http://thesphelpdesk.com).

Make sure you go check that out.

So those are the three tips, my recommendations for how to get the most out of your Sharepoint developer.

Let's do a recap:

- You have to know almost exactly what you want.
- You have to really understand that whatever you build is not gonna fix your process; it's only gonna support your process.

And if you wanna fix your process you gotta deal with the folks who are involved with the process.

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- You need power, you need some type of pull; you need support from the higher-ups and from your colleagues.

Or else you could build the greatest thing ever - that would definitely push the organization forward and help you all out - but nobody's gonna use it.

And then it's not gonna do what it's meant to.

And then you waste time, like I said.

And money.

And you gain some headache and that's pretty much it.

If you wanna know some more tips, 'cause these are just the top three, you can check me out at [The SharePoint Helpdesk](#) - the hub for any and everything work and tech.

# WHY YOU SHOULD CARE ABOUT SHAREPOINT

SharePoint is a versatile, quick fix for almost anything you need to do in the 21st century that's work-related. More specifically, it can be used to get things done more efficiently in:

- Project Management

- Task Order Management

- Law firms

- Construction

- Engineering

- Logistics

- Accounting

- HR

- Sales and Marketing

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- Customer Service
- Research
- Government Agencies
- NGOs

And loads more...

[Book a free consultation](#) with me so we can start getting you better results without making you work harder.

## FREE WEBINARS

I do two free webinars every month to show people how they can practically use SharePoint to crush their tasks at work.

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At the workshops, you can network with other professionals who know the importance of getting the right results and want to do it in less time.

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If you want me to help you make the best of your next project, [book a free call with me](#).