

# **LAUNCHING LADIES INTO SENIOR LEADERSHIP**

NATIONAL HARBOR  
SEPT 16, 2019

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**Show Up as a Leader**

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## **ELEVATOR SPEECH**

- Elevator Speech Practice
- Coaching and Feedback
- Application

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## **EMBRACE THE REAL YOU**

- 1: Introverts vs Extroverts
- 2: Know Yourself Well
- 3: Self-Awareness = Self-Regulate

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## BODY LANGUAGE

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### Strap on the Cape – Let's Go!

- 1: Power Pose
- 2: Non-Verbal Cues
- 3: Handshake



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## CHARISMA: THE HIDDEN ADVANTAGE

If you're a leader, or aspire to be one, charisma matters

- Makes you more influential
- Makes you more persuasive *with the same facts*
- People like you, trust you, want to be led by you

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## THE CHARISMA FORMULA

People pick up on extremely subtle cues:

- PRESENCE: Are you fully present? Really listening?
- POWER: Can you affect the world around you?
- WARMTH: Do you embody goodwill towards others?

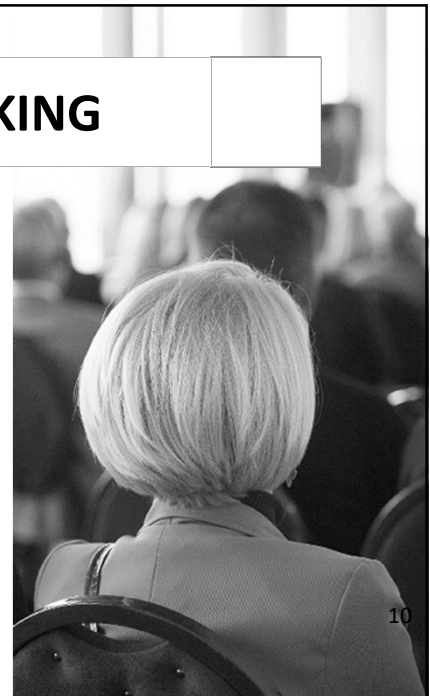
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## Networking (Peers, Mentors, Champions)

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### FOUR TIPS TO ROCK NETWORKING

- 1: Connect with Connectors
- 2: Plan your hit list
- 3: Stalking for Success
- 4: Follow up, follow up, follow up



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## Four Commandments for Winning and Keeping Mentors and Champions

### Commandment 1:

Thou shalt do thy homework

### Commandment 2:

Thou shalt have a specific request

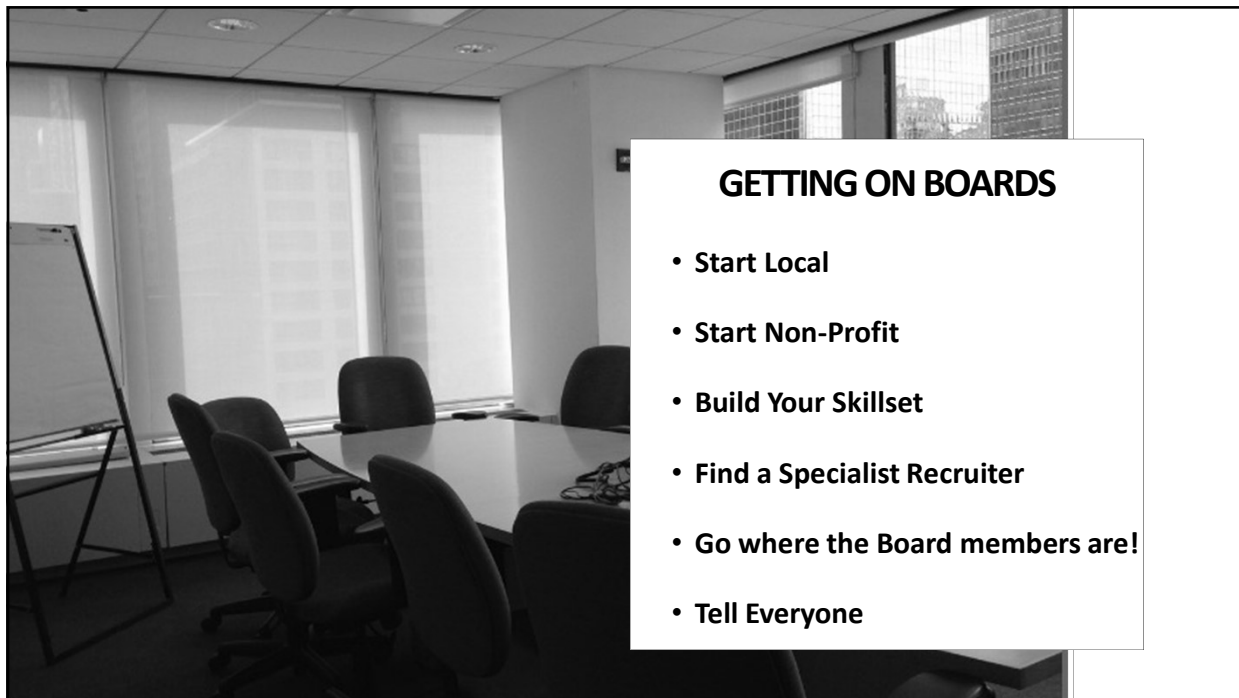
### Commandment 3:

Thou shall speak thy follow-up plan out loud at the end of the conversation

### Commandment 4:

Thou shalt say thank you!

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**I WILL...**

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## RECOMMENDED RESOURCES

- ✓ **Quiet: The Power of Introverts in a World That Can't Stop Talking, by Susan Cain**  
<https://amzn.to/2MmUfZz>
- ✓ **The Charisma Myth: How Anyone Can Master the Art and Science of Personal Magnetism, by Olivia Fox Cabane**  
<https://amzn.to/2N6st8J>
- ✓ **Secrets of Six-Figure Women, by Barbara Stanny**  
<https://amzn.to/2MofU3y>
- ✓ **Your body language may shape who you are by Amy Cuddy (YouTube)**  
<https://www.youtube.com/watch?v=Ks-Mh1QhMc>

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## RECOMMENDED RESOURCES

- ✓ **Talk Like TED, by Carmine Gallo**  
<https://amzn.to/2Og955X>
- ✓ **Nice Girls Don't Get the Corner Office, by Lois P. Frankel**  
<https://amzn.to/2Mo7SYs>
- ✓ **The Secret Thoughts of Successful Women, by Valerie Young**  
<https://amzn.to/2x3PKNC>
- ✓ **Stop Doing Low-Value Work, by Priscilla Claman**  
<https://hbr.org/2016/06/stop-doing-low-value-work>

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## RECOMMENDED RESOURCES

- ✓ **Never Eat Alone, by Keith Ferrazzi**  
<https://amzn.to/2CMr9TK>
- ✓ **Negotiating Your Salary: How to Make \$1000 a Minute, by Jack Chapman**  
<https://amzn.to/2p0gIHn>
- ✓ **Lean In: Women, Work, and the Will to Lead, by Sheryl Sandberg**  
<https://amzn.to/2Oenola>
- ✓ **You are a Badass: How to stop doubting your greatness and start living an Awesome Life, by Jen Sincero**  
<https://amzn.to/2CV8GnU>
- ✓ **Act Like a Success, Think Like a Success, by Steve Harvey**  
<https://amzn.to/2O8wMMg>
- ✓ **The Slight Edge: Turning Simple Disciplines into Massive Success and Happiness, by Jeff Olson**  
<https://amzn.to/2p201Gz>

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