LAUNCHING LADIES INTO SENIOR LEADERSHIP

NATIONAL HARBOR

SEPT 16, 2019

Show Up as a Leader
ELEVATOR SPEECH

- Elevator Speech Practice
- Coaching and Feedback
- Application

EMBRACE THE REAL YOU

1: Introverts vs Extroverts
2: Know Yourself Well
3: Self-Awareness = Self-Regulate
Strap on the Cape – Let’s Go!

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

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?
Networking
(Peers, Mentors, Champions)

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
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!

GETTING ON BOARDS

• Start Local
• Start Non-Profit
• Build Your Skillset
• Find a Specialist Recruiter
• Go where the Board members are!
• Tell Everyone
I WILL...

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/2MoIU3y

√ Your body language may shape who you are by Amy Cuddy (YouTube)
  https://www.youtube.com/watch?v=Ks--Mh1QhMc
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

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/2p0glHN

✓ Lean In: Women, Work, and the Will to Lead, by Sheryl Sandberg
   https://amzn.to/20enola

✓ You are a Badass: How to stop doubting your greatness and start living an Awesome Life, by Jen Sincero
   https://amzn.to/2CV86nU

✓ Act Like a Success, Think Like a Success, by Steve Harvey
   https://amzn.to/2O8wMNg

✓ The Slight Edge: Turning Simple Disciplines into Massive Success and Happiness, by Jeff Olson
   https://amzn.to/2p201Gz