

CREATIVE CONVERSATIONS & NETWORKING



Action Plan

THE FEMALE ADVANTAGE

Many of today's most important and relevant leadership qualities are more often found in women! Take your "natural" strengths and skills to work!

EMPATHY

- Empathetic people succeed in the world BECAUSE they can build trust, influence others and collaborate successfully
- As we increasingly deal with diverse business challenges and customers, EMPATHY is VERY important and critical to success in business today.
- You will win their hearts and minds if you can truly put yourself in someone else's shoes and fully embrace the power of empathy.
- Words matter..."how" is more important than "what"
- It's not about pressing your point on others but more about understanding other points of view and work with what others think, feel and believe. We will never influence others from our point of view.

Leverage your empathy, understand how someone thinks and feels, and relate to them in a way that increases your influence.

**Good Communication and leadership are all about connecting...at every level:
one on one, in groups, with audiences.
To be successful, you must work in collaboration with others.
And to be your absolute best,
you must learn to connect!**

The greatest ability in business is to build credibility and trust with others and to influence their actions
(John Hancock)



Resilience is about building CONFIDENCE and POSITIVITY

- Encourage confidence
- Show sincere appreciation and recognition...often
- Share the joy of celebration
- Demonstrate positivity
- Support a culture of innovation and creativity
- Help people learn from mistakes without guilt
- Encourage relationship building and collaboration
- Foster a culture of learning, sharing, growing
- Help others be agile and see change as new, fresh, inspiring, exciting and positive!

Communication is your secret power... be thoughtful so people feel valued and connected. Acknowledging people on a personal level significantly enhances employee experiences. Seize the small opportunities to connect... listen and acknowledge other points of view.

How to be more persuasive:

- Demonstrate Empathy
- Be Confident & Credible
- Understand others' views
- Find Common Ground
- Problem Solve- Collaborate
- Prepare for Objections
- Do Your Research
- Use Names Often
- "Mirror" Voice & Body

Influencing Upwards:

- Focus on your desired results ... from their point of view
- Be relevant... understand priorities, potential questions and challenges
- Link your points to most important business priorities and "mission".
- Make the "business case", and a positive difference for the organization
- Be mindful of tone, facial expressions, body language and eye contact.
- Communicate in a style they find persuasive and compelling

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LEVERAGE YOUR EMPATHY & UNDERSTAND RESISTANCE

- Logical resistance (data does not support)
- Emotional resistance (don't like or don't want to)
- Practical resistance (might be OK, not worth it)
- NOTE: Socializing ideas in advance can help here!

LEAD WITH YOUR PERSONAL BRAND FOR A STRONG FIRST IMPRESSION

First impressions DO make a difference and happen in first 7 seconds (no second chances!)

The "art" of making a powerful first impression includes: what we do, how we look, what we say, how we say it

Be aware of your presence: your body language, eye contact, handshake, appearance, voice, ...SMILE!

While knowledge and technical expertise are critical, business success comes from recognizing the "art" of creating a positive experience for each person you interact with

STRATEGIC NETWORKING

- Start with people you know (colleagues, former colleagues, friends)
- Are there others they can connect you to?
- Make a list, have an action plan
- Focus on what you can learn, not what you can get
- Pace your questions
- Actively listen
- Volunteer, choose projects strategically
- What can you offer? Introductions, help on a project, sharing resources, articles?
- Be grateful.
- THE BEST NETWORKING ISN'T ABOUT TAKING... IT'S ABOUT GIVING

FOR YOUR TOOL KIT

4-7-8 Technique

Change how you feel with your breathing

T Recognize the thought

I Focus on a positive image

A Take action

YES! FOUR TIMES

Why Breathing is so Effective at Reducing Stress

- Deep breaths have been shown to slow the heartbeat and/or stabilize blood pressure
- Different emotions are associated with different rates of breathing
- How we breathe can change how we feel
- Changing rhythm can signal relaxation...calming comes as we change the ratio of inhale to exhale
- The "4 7 8" Breathing Technique

LIFE ISN'T PERFECT... IT EBBS AND FLOWS

RESILIENT LEADERS WITH POSITIVE ENERGY HAVE AN ADVANTAGE

- Be flexible, adapt to new circumstances quickly, figure out "new ways," and thrive during change
- Handle pressure while remaining positive...expecting to "bounce back" and feeling confident they will
- Understand negative emotions and anxiety decrease resilience and can transfer to the team
- Know constant stress, fears and worries weaken the immune system and increase vulnerability to illness

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What's Next?

These steps on Creative Conversations & Networking are essential, but we must also remember we need to continue to learn & sharpen our tools.

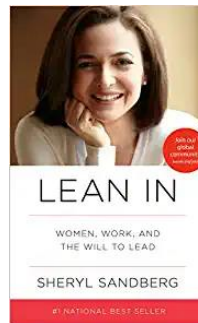
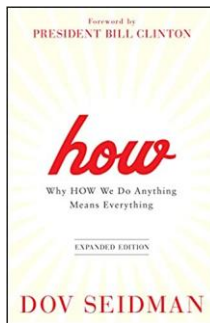
Let's not just survive, **let's THRIVE.**

Here are some resources to help you dive deeper into THRIVING!

All resources are linked below:

[HOW: Why How We Do Anything Means Everything](#)

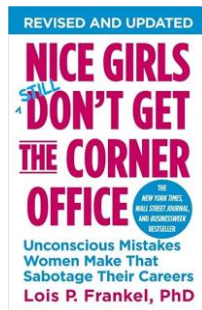
Dov Seidman



[Lean In: Women, Work, and the Will to Lead](#) Dale Carnegie & Associates

[Nice Girls Don't Get the Corner Office: Unconscious Mistakes Women Make That Sabotage Their Careers](#)

Lois P. Frankel

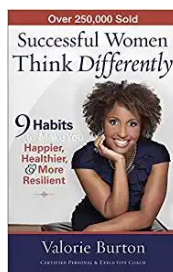


[Successful Women Speak Differently: 9 Habits That Build Confidence, Courage, and Influence](#)

Valorie Burton

[Successful Women Think Differently: 9 Habits to Make You Happier, Healthier, and More Resilient](#)

Valorie Burton



[The Female Advantage: Women's Ways of Leadership](#)

Sally Helgesen

“Be the woman who fixes another woman’s crown, without telling the world that it was crooked.”

