

Communicate with Power, Presence and Impact!

CONFIDENT COMMUNICATOR

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CONFIDENCE:

- She leverages her _____ and minimizes her _____ to get desired _____.
- She strategically uses what she already **knows** about _____, others and the _____ to have a greater _____ when she chooses to communicate.
- She is _____ with every communication _____.

TAKE THE POLL!

WHAT IS A LACK OF COMMUNICATION CONFIDENCE COSTING YOU?

1	A PROMOTION OR RECOGNITION AT WORK
2	SEEN AS A VALUE IN MEETINGS & VISIBILITY IN THE ORGANIZATION
3	MY CONFIDENCE AND SELF WORTH
4	RELATIONSHIPS WITH COLLEAGUES
5	OTHER

Did you know? Percentages of Women in Leadership in Corporate America:

50% Professional and Management Positions * 14.5% Corporate Officers Positions *
8% Corporate Directors * 6% Top Earners in F500

FOUR STRATEGIES

1. Clarity of Purpose - I have a clear picture and plan of the communicator (and leader) I will be in the short and long term.

2. Connect Authentically - I am strategic and authentic in relationship building. I am not avoiding or depending on any relationship.

3. Confidence to Step Up & Stand Out - I am assertive by making myself visible, letting my voice be heard and making positive contributions.

4. Courage to Lead - I take action when it is beneficial, whether it is comfortable or not, whether I have a title or not.

LIES SMART WORKING WOMEN BELIEVE

THE TRUTH

- *It's Personal*
- *"No" means "No"*
- *Someday Syndrome*
- *"What, that old thing?"*
- *"Work, Work, Work"*
- *"This/They will never change"*
- *"I must fulfill prerequisites"*
- _____

COACHING SOLUTIONS

Clarity of Purpose

- ✓What must happen this year to move you toward a greater vision of yourself?
- ✓PLAN to take Strategic Roles in Meetings.
- ✓Brand yourself.

Confidence to Step Up and Stand Out

- ✓Challenge Any Perfectionism and/or People Pleasing.
- ✓Know what you want and be prepared to ask for it.
- ✓Get creative. Redefine “No”.

Connect Authentically

- ✓Proactively navigate favorable and strained relationships.
- ✓Know Communication style(s) and culture and adapt accordingly.
- ✓Separate personal from business.
- ✓Conduct Proactive Multi-Mentor Search
- ✓Focus on interests not issues.

Courage to Lead

- ✓Seek Feedback and document growth.
- ✓Identify your place of Influence.
- ✓Speak up!
- ✓Add Value Plan

**Top Communication
Strength:**

**My Communication
Opportunity:**

Action:

One thing I can do consistently this month:
