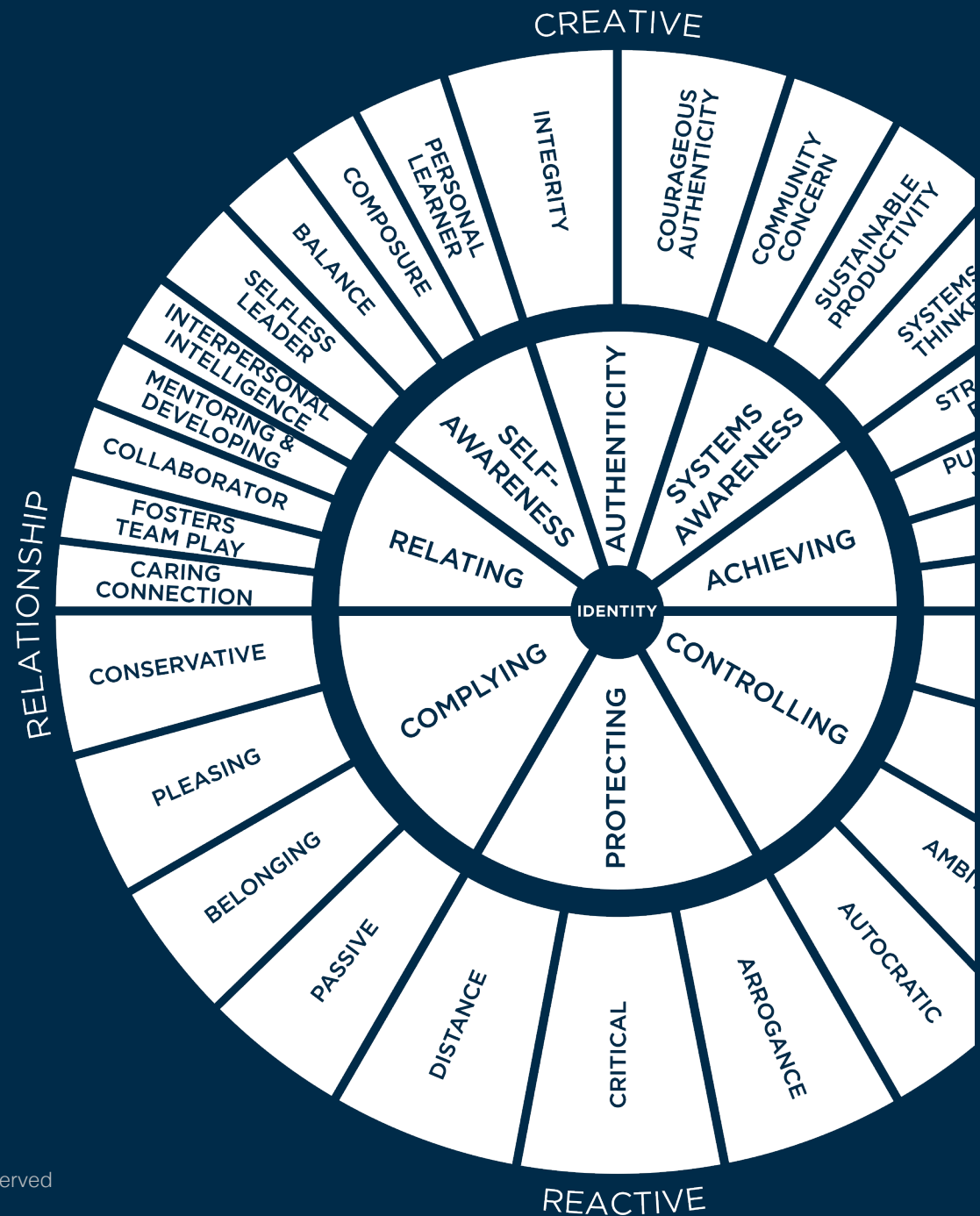


Leveraging Opportunities in Large Organizations

LEADERSHIP
CIRCLE®



Welcome and much gratitude from our team



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AGENDA

Welcome & Check-In

Your Hosts

Finding Your Ecosystem

Solving Problems

Framing that Engages

Checking In

Sometimes, we must slow down to speed up.

The Practice of Checking In.

An opportunity to connect and say hi to practitioners across the miles:

- Who are you? How are you? Where are you located?
- What are some of the qualities of your most favourite projects you are working on now?

Logistics:

- Groups of 4
- 10 minutes total, about 2 mins a piece



FIRE
by Judy Brown

What makes a fire burn
is space between the logs,
a breathing space.

Too much of a good thing,
too many logs
packed in too tight
can douse the flames
almost as surely
as a pail of water would.

So, building fires
requires attention
to the spaces in between,
as much as to the wood.

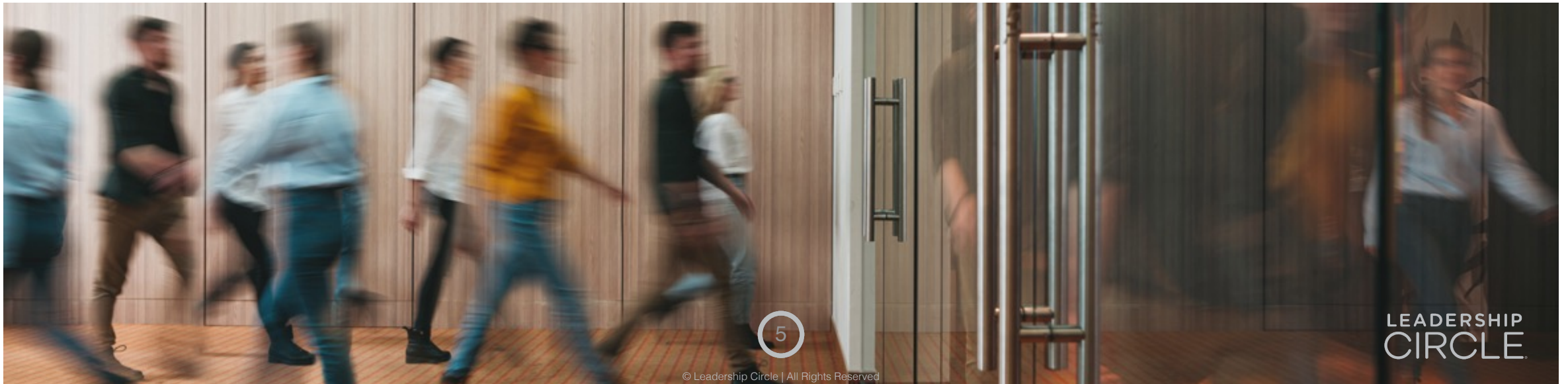
When we are able to build
open spaces
in the same way
we have learned
to pile on the logs,
then we can come to see how
it is fuel, and absence of the fuel
together, that make fire possible.

We only need to lay a log
lightly from time to time.

A fire grows
simply because the space is there,
with openings
in which the flame
that knows just how it wants to burn
can find its way.

Core Beliefs

1. Selling doesn't actually sell projects – Solving problems does. You have got to love solving problems.
2. In partnering with your client, think about how everyone is thinking about the problem. Your partnership - key to client is not in the problem itself, it is in the way the problem is held/ thought of.
3. Collaborate relentlessly. No BIG sale is ever made by an individual, it is done in a team, in an ecosystem. As soon as you have an identified opportunity, find your ecosystem and branch out like a grove of trees.
4. Bring in internal collaborators early and build a common language and framework. Help them carry the work forward.
5. A fish is the last one to see the water. Highlight early signs of client success (success stories), again and again, to get movement to scale.
6. In scaling up, always think about 'how might we organize ourselves' to be of service. Think network and ecosystem before hierarchy and 'holding on'. You will need to position self in abundance.



The Reality of a Leaders World

- For leaders, the stakes are high, and pace is moving fast
- Situations change overnight and times are truly unprecedented
- Without notice, new situations arise – daily if not hourly and the only constant is that there is no constant
- Individuals find themselves outstripped of the capacity to handle change
- Not only are leaders finding themselves with a gap between a complexity of mind required to thrive in a situation, but teams of leaders are finding the same thing.

Volatility

Challenges can appear overnight and be of unknown duration and intensity

Uncertainty

Forced to operate with incomplete information in unpredictable environments

Complexity

Challenges are highly interdependent and difficult to map, there are unknown unknowns

Ambiguity

Multiple meanings in circulation, decision speed and confidence compromise

Hyper Pace or Growth

Rapid pace, un-paralleled, global time zones and time clock running

Steps to Leverage

Step 1 – What is the problem you are trying to solve?

Step 2 – What is the ecosystem that is waiting for you?

Step 3 – Determine what is the measurable objective?

Step 4 – Understand which audience(s) can impact that objective?

Step 5 – Create a compelling frame on the audience that “has legs”.