



Lights On

Your business in turbulent times



The Leadership Circle®

Purpose and Vision:

We exist to evolve the conscious practice of leadership,
to steward the planet
and awaken us all to our inherent unity.

Providing the Model and Platform for the Best
Leadership Assessment, Development & Evaluation
Worldwide.

— 10 million transformational conversations by 2022 —

LEADERSHIP CIRCLE®

LEADTECH™



LeadTech to democratize leadership development for the future of work

OUR PLATFORM



AGENDA

- Into the Unknown...Leading self and others (clients) through COVID-19
- Staying in the game – Leaning into the space.
- Positioning and selling – What we have learned
- Using virtual environments for client advantage – real lessons learned
- Close

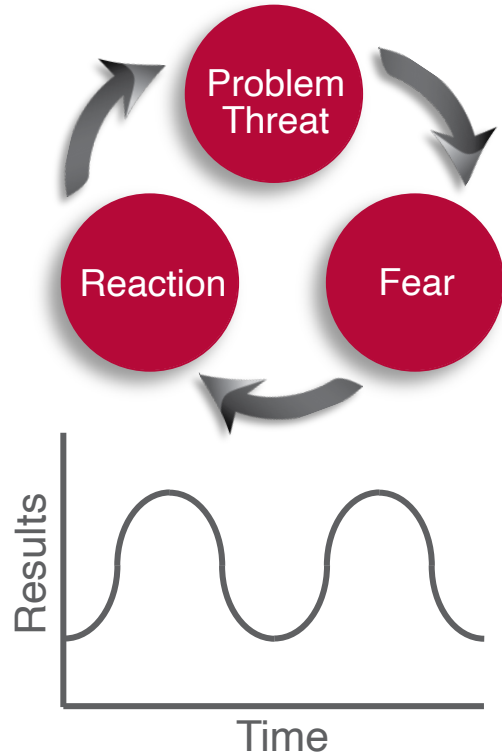
In the Unknown



Two Structures of Mind

Problem - Reacting

Anxiety Containing

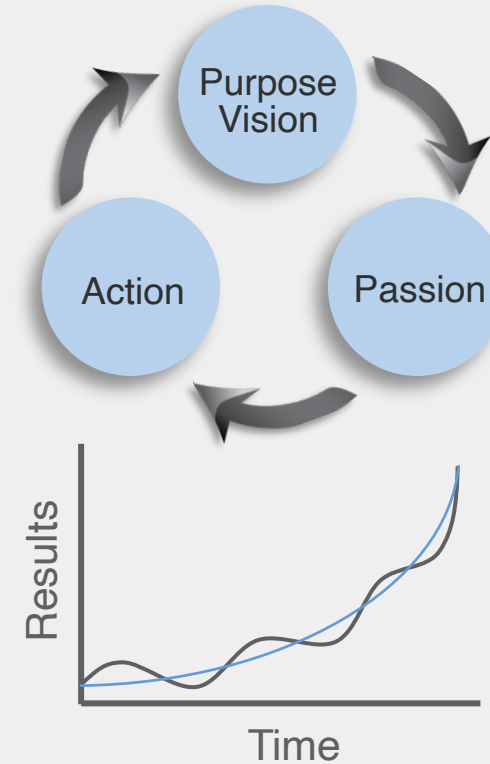


Identity Maintaining

Balancing / Oscillating Loop

Outcome - Creating

Potential Unleashing

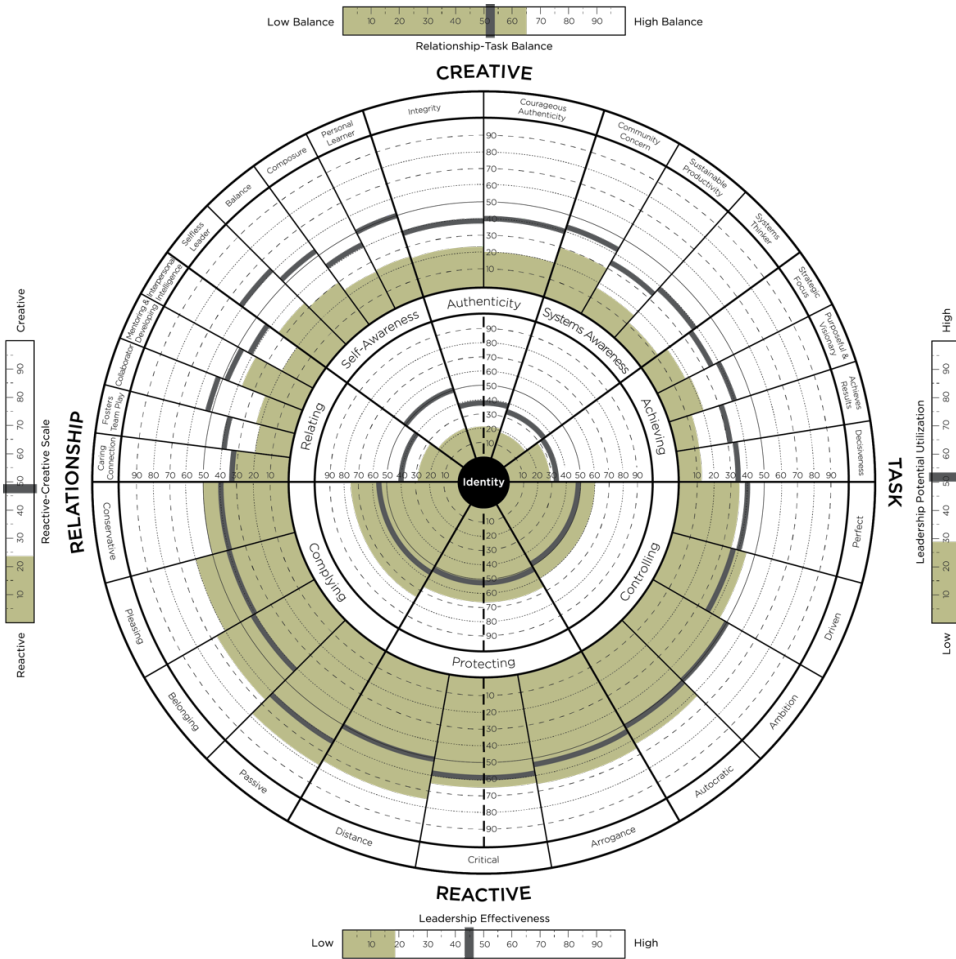


Identity Evolving

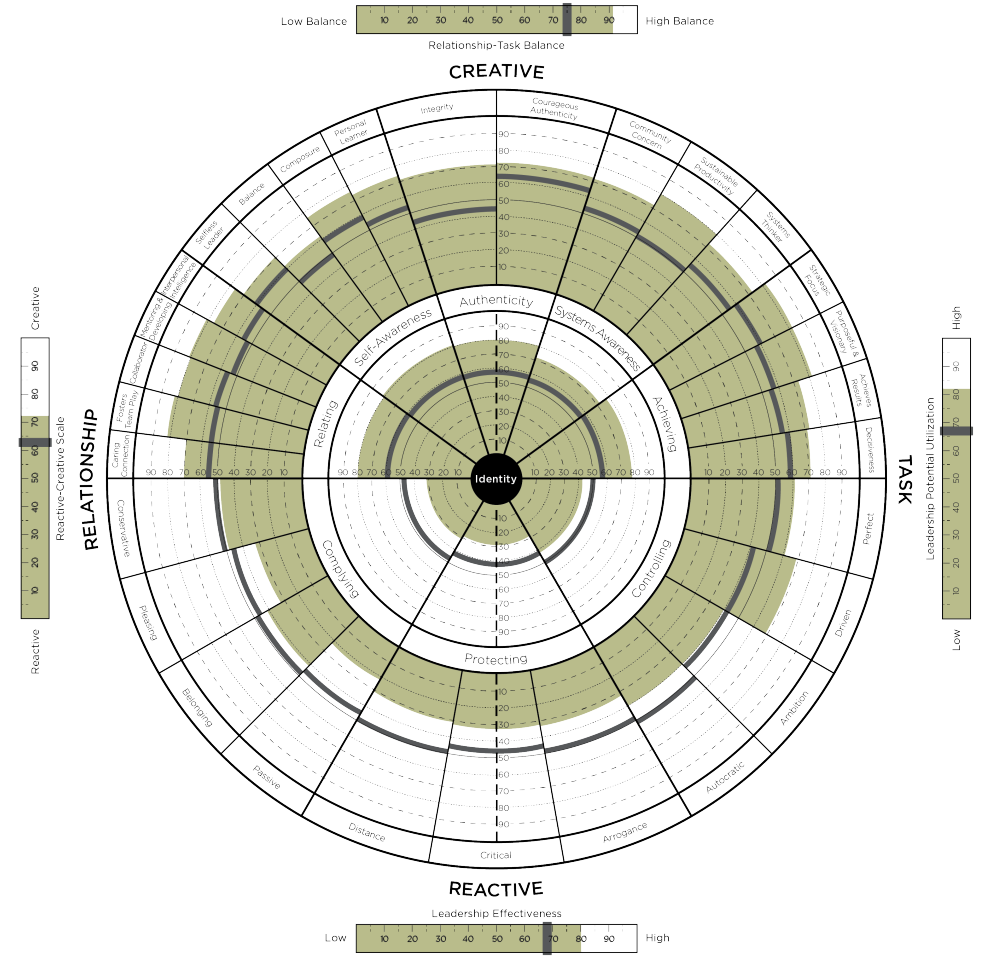
Growth / Generative Loop

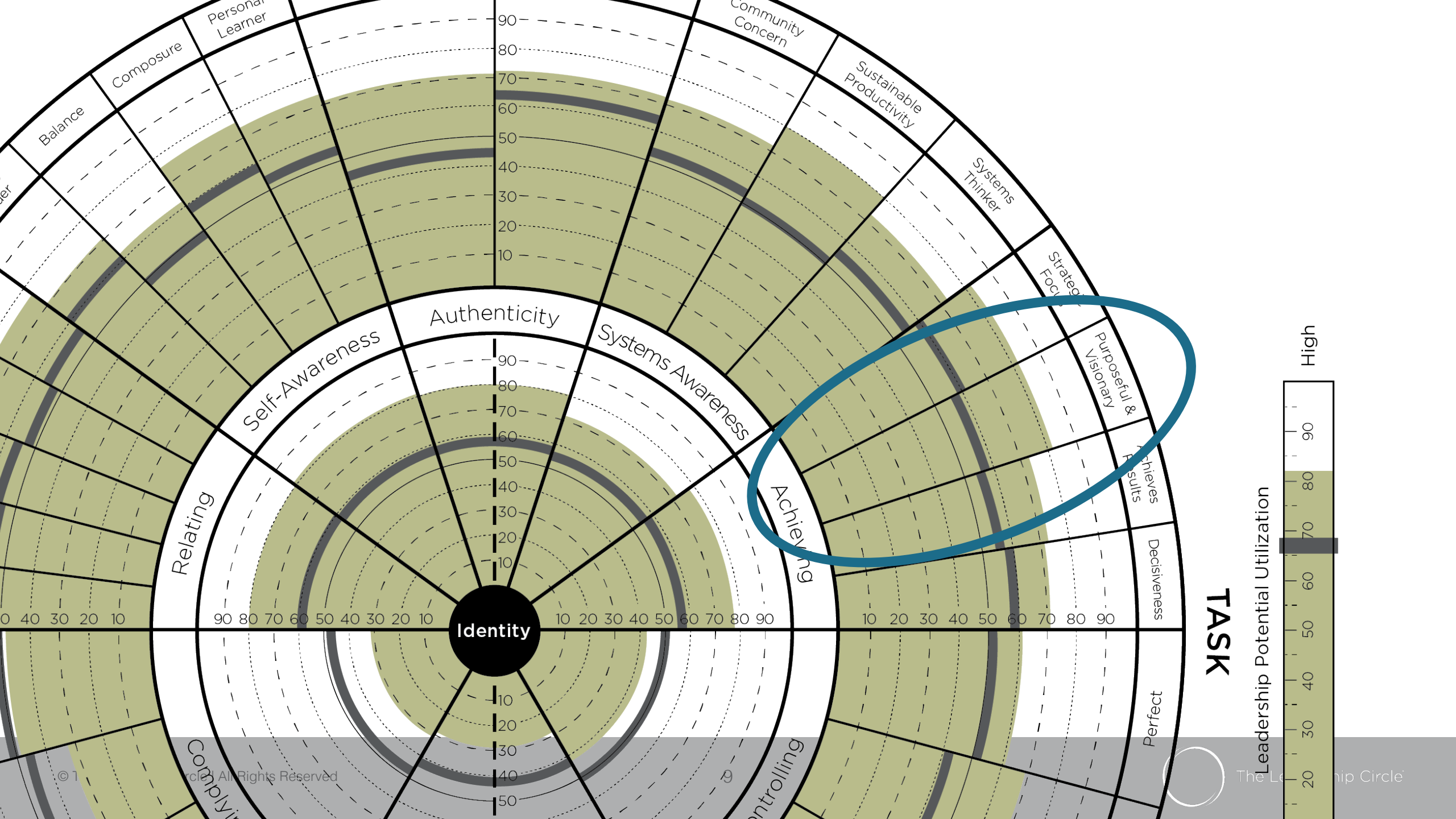
Our Times Built for Creative and Above Creative Mindset

HIGH REACTIVE



HIGH CREATIVE





Identity

Relating

Self-Awareness

Authenticity

Systems Awareness

Achieving

Perfect

Decisiveness

Achieves Results

Purposeful & Visionary

Strategic Focus

Systems Thinker

Sustainable Productivity

Community Concern

Complying

Controlling

Composure

Personal Learner

Balance

TASK

Leadership Potential Utilization

High

90

80

70

60

50

40

30

20

The Leadership Circle

4 PRINCIPLES FOR STAYING IN THE GAME

- Anchor daily in (refreshed) Purpose and Vision – Short and Long Term
- Living it through is a worthy endeavor
- Know how to position yourself and your work in this environment
- Take the next step in front of you consistently over time ...



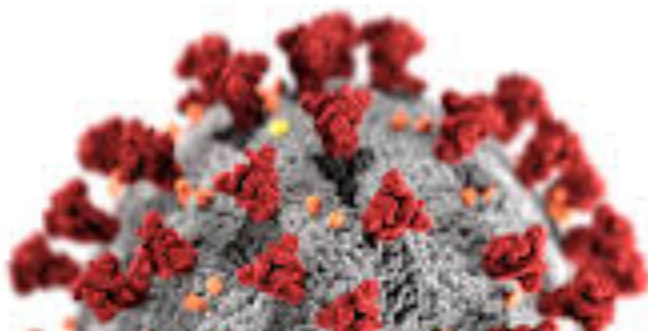
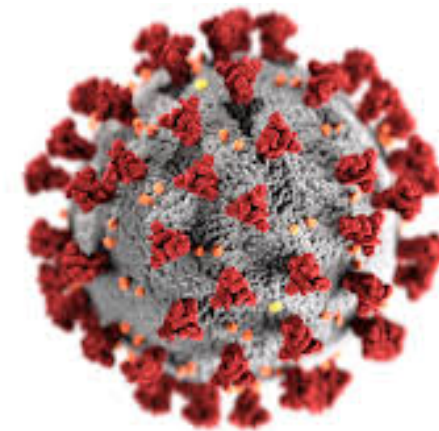
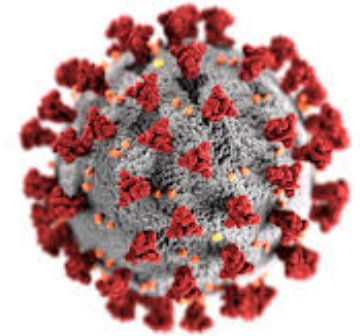
VUCA

Volatility - challenges can appear overnight and be of unknown duration and intensity

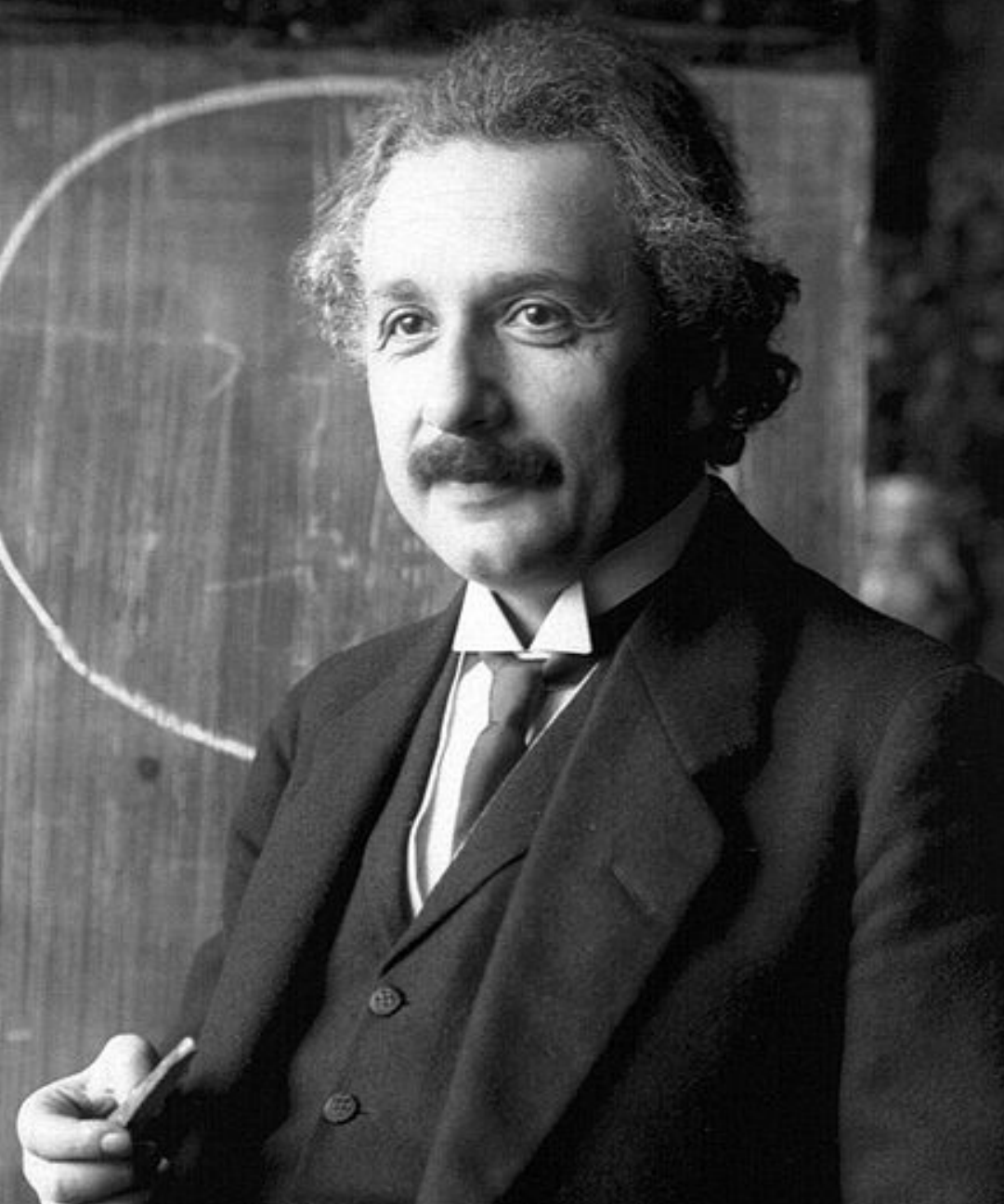
Uncertainty – forced to operate with incomplete information in unpredictable environments

Complexity - challenges are highly interdependent, difficult to map, there are unknown unknowns

Ambiguity – multiple meanings in circulation, decision confidence compromised



Search for solutions to our current problems...
Among the best ways to do this is and
our current “operating system”
ADAPTIVE CHALLENGE



Adaptive Challenge

“The solutions to our current problems cannot be found from the level of consciousness that created them.”

Albert Einstein

ADAPT
EVOLVE
RESIST
CHANGE
EXTINCT

Start with Self – *“I am the project”*



All things change when I do.

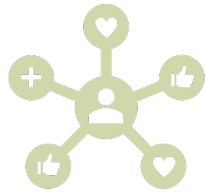
Take a look (keep looking) within yourself to understand your strengths and where your learning edge is, what do you offer and want/need to offer. Be of service.

Start with Self



- Awareness first: what is working for me and not? Double down on awareness
- Harvest your feedback-rich environment (self and other)
- Focus on what is most important
- Take the first step, be consistent persistently

Selling in This Environment: What We Have Learned



Starting with self is key – Positivity is a resource



Making connections is so important – Make a goal each day of checking in on current/past/future clients – see how they are doing



Try something different – your old means may not work any longer



Every act of new business development counts...the old thanks for the \$100 dollars (Larry Wilson)



Like a farmer, you may have a crop that came out not useful...begin planting seeds right away – some that grow quicker, some that grow slower



- Difference one profile makes
- Find one - Do one (Start with a SA, spend 45 min with them. Free)
- Every 4 or 5 Profiles we do opens up a business opportunity
- Be with your customers. Be with your friends. +Energy+
- What it means to build relationships today? People are open to conversations and learnings to things they've never been open to before. Opportunity to build high value, impactful, meaningful relationships like never before.
- People want to connect, NOW!
- Everyone is in "sense" making. This is our work. We have been preparing for this time right now. The space has shifted.



Digital Advantage –
Lessons Learned In
Real Time!

“The experience was engaging, enlightening heartwarming and motivating while not compromising any need for social distancing. We will create a new, more conscious and harmonious world out of this – thanks”

“The certification was so much more than I ever expected. My mind is racing with ideas for our collaboration... so look out 😊.”

“Once again thank you for an incredible three days of the LCP training this week! I was skeptical about the virtual training and considering canceling but your delivery and execution felt flawless and I was impressed with so many things about your facilitation of the content and managing the group's energy virtually. I was raving about you both on a call with our community today.”

Key Lessons Learned

Connection is Optimized

- Everything is amplified: Digital surprised us by how it can exceed expectations
- Study by ---- 5% - 60% - Deepened connection and high touch!
- Meaning making can be stronger and more focused – strong equalization of voice
- Facilitator presence is critical – Intentionality, grounding and partnership is key
- Energy can be high all day – start strong and end strong!

Digital Preparation Requires Rigor

- Multiple modalities: Small breakouts, self reflection, experience on the mat, take off slide share often, white board, off zoom to another platform.
- Process and Technical facilitation may be needed
- During Covid: start a bit later and end a bit earlier – with a full hour for lunch and solid and frequent breaks
- Preparation for digital is detailed – 3X prep
- Experiential of the digital mat is somatic and not compromised – 2.0 coming this year
- Have a communication packet with a technology check list for participants to “check off” before doing a meeting or learning event



THANK YOU!

Lights On

Your business in turbulent times



The Leadership Circle®