

Prepare Now to Lead Later

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Terri Tierney Clark- Bio



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Things Your Mentor Won't Tell You

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Prepare Now to Lead Later

Four Critical Actions

- Develop the Right Skills
- Optimize Your Performance
- Develop Executive Presence
- Act Like a Leader

Prepare Now to Lead Later

Develop the Right Skills

Develop the Right Skills

Review Industry Leaders' Skillsets and Experience

- Their Expertise
- Their Past Jobs
- Their Education and Training
- What Business Segment Drives Your Industry?

Develop the Right Skills

Build Your Skill Arsenal

- Ability to Learn in Current Position
- Cross-department Outreach
- The Ugly Project
- Is it Time for a Change?

Develop the Right Skills

What's Your Special Power?

- Self-assessment
- Other's Interpretation
- Distinctive Competence
- Showcase That Talent

Develop the Right Skills

Gain Line Experience

- Line Jobs Are Associated with Revenues
- Examples: Sales, Operations, Brand Management
- Most Leaders Have Line Experience
- CEOs Have Run Business Segments Before

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Optimize Your Performance

Optimize Your Performance

Ask for Continual Feedback

- Make it Easy on Your Manager
- Ask for Concrete Measures of Success
- Request Training
- Demonstrate and Communicate Progress

Optimize Your Performance

Seek Sponsorships

- Mentor vs. Sponsor
- Who Should Your Sponsor Be?
- How Do You Obtain a Sponsor?

Prepare Now to Lead Later

Develop Executive Presence

Develop Executive Presence

Definition of Executive Presence

- The bearing of a poised, confident leader, credible and inspirational to her team, reliable and trustworthy to her organization

Develop Executive Presence

Insight

- Control and Read Emotions
- Understand How Others Perceive You

Develop Executive Presence

Image

- Authenticity
- Ability to Communicate Effectively
- Visual Image

Prepare Now to Lead Later

Act Like a Leader

Act Like a Leader

Competency and Innovation

- Raw Intellect
- Command of Necessary Skills
- Create Innovative Solutions
- Inspire Teammates

Act Like a Leader

Operate in Uncertainty

- Draw on Knowledge Base
- Comfort Taking Risks

Act Like a Leader

Clear Message and Ability to Influence

- Communicate Clearly
- 360° Dialogue
- Emotional Connection Regarding Mission

Prepare Now to Lead Later

Wrap Up

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- **Learn:** Develop the Right Skills
- **Improve:** Optimize Your Performance
- **Convey Leadership:** Develop Executive Presence
- **Lead:** Act Like a Leader

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