

NACE EXPERIENCE
July 16-19, 2017 | Houston, TX
WHERE CLIMBING ARTS & EVENT DESIGN MEET

Unleash Your Inner Powerhouse:
3 Keys to Get Noticed, Get Heard and Get Ahead

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Agenda

In today's session, we will discuss:

The 3 Keys to:

- Get Noticed: Highlight Your Brilliance
- Get Heard: Take Your Power Back and Be Able to Influence
- Get Ahead: Get Paid What You are Worth

Learning Objectives

During this session, attendees will:

- Learn how to get past thinking you must be perfect and get past impostor syndrome
- Stop giving away your power, undermining your confidence and learn how to get heard by anyone, anytime, anywhere.
- Identify what it takes to get paid what you're truly worth

FIRST KEY: GET NOTICED

She always stood out from the crowd and so she decided to enhance it and just be exactly who she was. — *Queenians™*







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Do Not Downplay Yourself





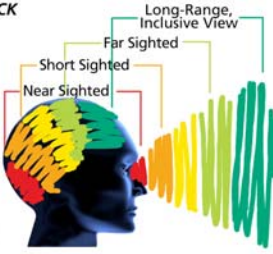


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AMYGDALA HIJACK
Cortisol

DISTRUST:
we see reality through threats and fear and close down

Reveal less
Expect more
Assume the worst
Look with caution
Interpret with fear
Tell secrets
Yes people





Different Mind-Sets

PREFRONTAL CORTEX
Oxytocin

TRUST:
we see reality more clearly and are more open to engage

Reveal more
Expect less & over deliver
Assume the best
Look with an open heart
Interpret with facts
Tell the truth
Yes to confronting the truth



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EVERYTHING COMMUNICATES

Key Elements Of Successful Communication

- The words you use
- Your tone of voice
- Your body language

Albert Mehrabian (1967)

DRESS HOW YOU WANT TO BE ADDRESSED

First Impressions & body language
How you handle your body marks you as confident, shy or arrogant

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SECOND KEY: GET HEARD

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Common Situations Where Give Away Your Power and Undermine Your Confidence

- Someone challenges you, or you are concerned you might be confronted
- Someone does something that upsets you and you get angry
- Anytime anyone speaks in a certain tone of voice or looks a certain way
- You get emotional
- You gossip about someone to make yourself look or feel better
- Failure is a threat
- You clam up, afraid to 'hurt' someone
- You step over something, afraid of backlash
- You complain about something (with no action to alter it)

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Do You REACT or Do You Respond?

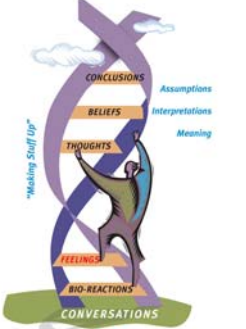


Fight, Flight, Freeze or Appease=
REACTION. (AMYGDALA HIJACK),

RESPOND=
OWN your POWER
State of Trust and Creation

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Ladder of Conclusions:

AKA

Anatomy of a **REACTION**

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THIRD KEY-GET AHEAD





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Summary

- You are brilliant
- Own Your Brilliance
- You are powerful
- Take back and Own Your power
- You are worth a lot
- Ask for and get what you want and deserve

Q&A

• Continue the conversation!

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