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Navigating Your Team: Maximizing Your Wins and Minimizing Your Losses

2019 LCLD Pathfinder Program

May 16 – 18, 2019

John “*The Purple Coach*” Mitchell

Our Agenda (From an Intuiting Perspective)

- A chance to get some experience applying concepts we’ve been learning so that you can become a more effective leader and change our world!



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Our Agenda (From a Sensing Perspective)

- Review Key Concepts from Our Program
- Seize Opportunities and Manage Potential Challenges
- Explore and Develop Your Leadership Style
- Tools and Opportunities to Grow as a Leader
- Individual Exercise
- Group Role Play
- Achieve Your Goals – Change the World!

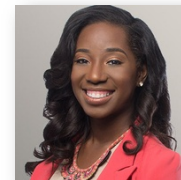


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Pathfinder Interview

TaCara Harris



Ashley Garry



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Interview Debrief

- What did you learn?
- What surprised you?
- Anything contrary to what you thought or have been told?
- Can you replicate this type of relationship?



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Playing The Hand You've Been Dealt



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Changing The Hand You've Been Dealt



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How to Change the Hand You've Been Dealt

- Develop your skills
- Know your business
- Build your reputation
- Develop a career plan
- Execute and Network
- Taking Ownership
- Manage rejection



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Common Sense Suggestions? The Problem: It is NOT so Common!

- Develop your skills
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Increasing My Presence & Oral Advocacy Skills

- Finding venues/opportunities to practice
- Defining your Practice & Developing Expertise
- Expanding your comfort zone as a Leader

- Chris DeSantis Program in the Fall



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Career Growth Expanding Skills & Opportunities

- Assess strengths, learning edges and weaknesses
- Make strategic decisions
- Execute on your plan

- Elise Holtzman's WGYHWGYT Program tomorrow



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Company Knowledge



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Photo Source: <https://successstory.com/companies/li-lilly>

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Industry Knowledge



Where & How to Get Involved (Ways to Build Your Reputation)

- Organization, Industry and Community Reputation
 - Where to get involved
 - How to get involved
 - Assessing the cost/benefit analysis of involvement

Career Plan



Achieving Mastery Partner's/Boss's Perspective



Achieving Mastery YOUR Perspective



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Delegation | Big Picture Perspective

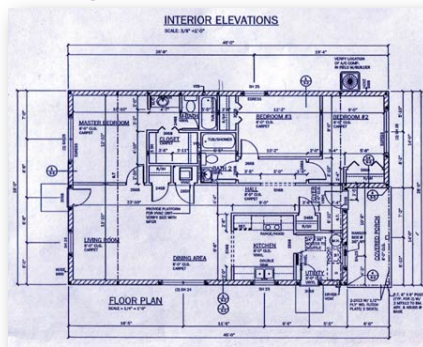


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Delegation | A Detailed Perspective



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Maximizing Your Network Working with Peers & Friends

- Your Employer
- LCLD [GroupMe]
- Techniques to develop business and career opportunities through your network



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Not My Job



Pick Me!



The Promotion



Creating Opportunity



Exits as Options – Leaving vs. Creating Change

Buddy Pair Exercise

1. Pair off with the person next to you
2. Decide how to change the hand you were dealt (listed on next slide)
3. Discuss your thoughts about the specific plan to change your hand.
4. Get your partner's ideas on how to maximize your efforts to change the hand you've been dealt
5. Switch Roles/Repeat Steps 1 - 4



How to Change the Hand You've Been Dealt

- Develop your skills
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- Taking Ownership
- Manage rejection



Group Role Play: DIYD & DIYD

John: Senior Partner/Deputy GC

LaKeisha: Mid-level associate/mid-level corp. counsel

Your boss/mentor has told you that to get ahead you need to get a broad base of experience, to volunteer and to get to know everyone. You took her advice and you never say "no" and you always volunteer.

Deadlines are slipping along with your reputation!



Thank You!

John E. Mitchell

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