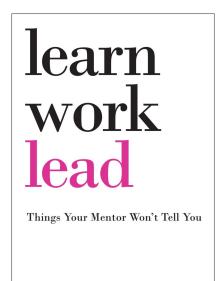


Prepare Now to Lead Later

Prepare Now to Lead Later Terri Tierney Clark- Bio







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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, BrandManagement
- Most Leaders Have Line Experience
- CEOs Have Run Business Segments Before



Prepare Now to Lead Later 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



Wrap Up

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



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Things Your Mentor Won't Tell You

TERRI TIERNEY CLARK

