



# PERSONAL LEADERSHIP AND OWNING MY PERFORMANCE

FTA – Fundamentals of Treasury  
Operations Conference

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# AGENDA FOR TODAY

- Take an inventory of you
- Influencing for good
- Networking – making it fun
- Secret weapon

# OWNING YOUR STORY

*“When you are aligned with who you are, you find coherence between your life story and your leadership.”*

Bill George  
Author of True North

# SKILLS AND TALENT INVENTORY

Genius

Exceptional

Competent

Crap

# INFLUENCING

- Walking Next To Them
- What do you want?
- What makes this important to:
  - You
  - Others
  - Wider community
- What is important to them?
- Why is this important to them?
- Any environmental factors to consider?

# NETWORKING

Networking is the art of being true to your own values, beliefs and character whilst building and nurturing reciprocal relationships that help individuals or the group as a whole to achieve their goals.

Why network?

- *Good networking is making the most of the people you meet to your mutual advantage*
- *Networking is like a road trip. Working with others to reach a common destination and enjoying the journey*
- *Networking is using connections with other intelligently*

*Source: Steven D'Souza, 2011, Brilliant Networking*

# LET'S NETWORK

- Increase your own network
- Increase your personal board/team
- Make it a game
- Be prepared
  - Your introduction
  - Questions to lead with
  - Logistics

# LET'S NETWORK

- Introduction
  - 60 seconds
  - Your name
  - Your title
  - How you add value
  - What do they do



# \$10,000



# YOUR PERSONAL BOARD OF DIRECTORS

- Trusted Advisor/Mentor
- Learning partner/coach
- Champion/sponsor
- Explorer/creative innovator
- Mirror
- Cheerleader
- Futurist/crystal ball
- Who else?

# WHAT IS NEXT?

- Complete your skills and talent inventory
- Establish your PBOD
- Ask
- Network and influence



# *Thank You...Questions?*

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