Actually, I Am…

I AM A WOMAN. WHAT'S YOUR SUPER POWER?

Judy Hoberman
HFMA-Lone Start Chapter
October 26, 2018
Your Support System...

• 30 years of Sales experience
• Agency Manager
• Sr. Director of Training
• National Director Of Training
• Speaker, Executive Coach and Author
• Gender Expert
• Radio Show Host
• Wife
• Mom
• My Own Best Audience
• Favorite Quote—“Women Want To Be Treated Equally…Not Identically”™
• Encourage “Tweetable” Moments
We Continue To Search For It…
We Made Great Decisions…

Mother said I could be anything I want...I decided to be CONFIDENT.
Think Back...

So what happened?
What’s Your Story?
Confidence is...

- Your way of being in good or bad times and is YOUR definition only, never someone else's
- Knowing yourself well; your strengths and weaknesses which allows you to recognize your level of competence and skills to handle situations
- Letting nothing move you from your resolve
- Believing in yourself and what you offer to help empower others
- Trusting your expectations
- Intentionally bringing your whole self into each encounter to provide optimal value
- Being unapologetically you
- A choice!
I Feel Most Confident…

When I ask questions and take interest in people

When I'm working in a topic I'm passionate about

When I complete a goal, learn something that was difficult & can train others

When I am rested and feel strong

When I am mentally prepared for what I am about to tackle

When I recognize the gift of each relationship and what I can provide rather than what I will receive

When I'm prepared, on time & wearing something that makes me feel good

When I set my mind on an outcome and feel there is no way to lose
Is There A Formula To Follow?
1. Understand That No One Is Perfect

No one is perfect. That's why pencils have erasers.
2. Be Able To Say NO!

“**No**” is a complete sentence and it doesn’t require justification or an explanation.
My Strategic Triangle

- Speaking
- Family
- Coaching
- Training
3. Listen, Listen & Then Listen Some More

TALK < LISTEN
4. It’s Ok To Ask For Help

Alone we can do so little; together we can do so much.
~Helen Keller
5. Support Other Women
Time To Describe Those Hidden Gems
Essential Qualities of Women Who LEAD
1. Passion

“Choose a Job You Love, and You Will Never Have To Work a Day in Your Life.”

-- Original Author Unknown
Live Your Life On Purpose...
If I Asked You…

1. What and who matters most to you?

2. Where and with whom do you want to spend the majority of your time?

3. Do you dream of making a difference in the world? What does that look like for you?

4. Other than your family, what things are most important to you? How can you translate those things into goals?

5. How will you specifically accomplish these goals? (What are you willing to do to achieve them and by when?)
Your Personal Mission Statement...

“I WANT TO INSPIRE PEOPLE. I want someone to look at me and say "Because of you, I didn't give up"
2. Authenticity

“Today you are You, that is truer than true. There is no one alive who is Youer than You.”

-- Dr. Seuss
Principles of Authentic Leaders
3. Courage

“Just when the caterpillar thought the world was over, it became a butterfly.”

--English Proverb
Being A Courageous Leader
4. Communication

“Leadership is about making others better by your presence and making sure that impact lasts in your absence”

--Sheryl Sandberg
Create an Environment for Greatness...

HOW TO CREATE AN ENVIRONMENT THAT SUPPORTS YOUR GREATNESS
5. Decisiveness

“I am who I am today because of the choices I made yesterday.”

-- Eleanor Roosevelt
How We Make Decisions...

How we make decisions

What some people think:
- Men: Emotions, Logic
- Women: Emotions, Logic

What’s really true:
- Men: Emotions, Logic
- Women: Emotions, Logic
Time To Make A Decision…

THE FIVE WHYs

“I am who I am today because of the choices I made yesterday.”

—Eleanor Roosevelt
6. Resilience

*A diamond is a chunk of coal that did really well under pressure.*

-- Henry Kissinger
Be Resilient…

FAIL
FIRST
ATTEMPT
IN
LEARNING
7. Generosity

“No one has ever become poor by giving.”

-- Anne Frank
You Never Know Who Is Watching...
Mentors...

“"A lot of people have gone further than they thought they could because someone else thought they could."

- Unknown
Paying It Forward...
If You’re Striving For Excellence...
Don’t Do It Alone…

When I was younger so much younger than today
I never needed anybody’s help in any way
But now these days are gone and I’m not so self assured
Now I find I’ve changed my mind, I’ve opened up the doors

Help me if you can, I'm feeling down
And I do appreciate you being 'round
Help me get my feet back on the ground
Won't you please, please help me?

And now my life has changed in oh so many ways
My independence seems to vanish in the haze
Every now and then and then I feel so insecure
I know that I just need you like I've never done before

Writer(s): Lennon John Winston, Mccartney Paul James-1965
Be Part Of The Movement

WALKING ON THE GLASS FLOOR
What’s Next???
Ready To Get A Step Ahead?
Questions???
Connect With Me Online

Websites
- www.sellinginaskirt.com
- www.walkingontheglassfloor.com
- www.judyhoberman.com

TEDxTalk
- https://youtu.be/Kgk-3QEM6tw

Social Media
- Facebook   facebook.com/sellinginaskirt
- Twitter      @sellinginaskirt
- Instagram @sellinginaskirt
- LinkedIn   http://linkd.in/judyh
- Email        judy@sellinginaskirt.com
- Radio        www.sellinginaskirtradio.com