



## The Emerging Leader: Moving from Individual Contributor to Leadership

### Session Details

Faculty:	Meridith Elliott Powell	Date: Wednesday, November 18, 2020
Location:	Federal Reserve Plaza 600 Atlantic Avenue Boston, MA	Sign In: 8:30 AM
Phone:	(617) 973-3000	Session: 9:00 AM - 4:00 PM

### Session Description

You've excelled in your position, hit your goals and exceeded the expectations -you're ready for the next step. Ready to move from an individual contributor to leader - someone who can not only perform, but one who can lead strategically and maximize the performance of others.

### Biography

Voted one of the Top 15 Business Growth Experts to watch by Currency Fair, a Top Sales Experts To Follow by LinkedIn, and one of the Top 41 Motivational Speakers. Meridith Elliott Powell is an award-winning author, keynote speaker and business strategist. With a background in corporate leadership and sales, her career expands over several industries including banking, healthcare and finance. She is the author of five books, including *Winning In The Trust & Value Economy* (a finalist in the USA Best Book Awards) *"Own It: Redefining Responsibility - Stories of Power, Freedom & Purpose"* (named Top 50 Sales Book for 2018) about how to build cultures that inspire ownership at every level to create profits at every turn. And her latest *"Cut Through The Excuses - Send Sales Through The Roof"* written with Connie Podesta, this book is the ultimate guide to selling successfully in the age of uncertainty. Meridith is regularly featured in publications such as *Forbes*, *Fast Company*, *Inc.*, *Investment News*, and *American Banker* among others. High energy and highly interactive, Meridith's helps leaders and business owners learn the new rules of success today, and the strategies they need to Thrive In Uncertainty.

### Time Allocation - Topics

#### 30% Making the transition

- Lead with vision
- The value of self-awareness
- What it takes to manage up and manage your career

#### 40% Leading people

- Understand leadership vs. management
- Hold the difficult conversations
- Skills to be a coach and develop your team
- How to hold effective meetings
- The art of delegation
- How to lead different generations

#### 30% Leading strategically

- How to develop strategic and critical thinking skills
- The techniques to leading change
- How to lead by and understand the importance of your numbers