



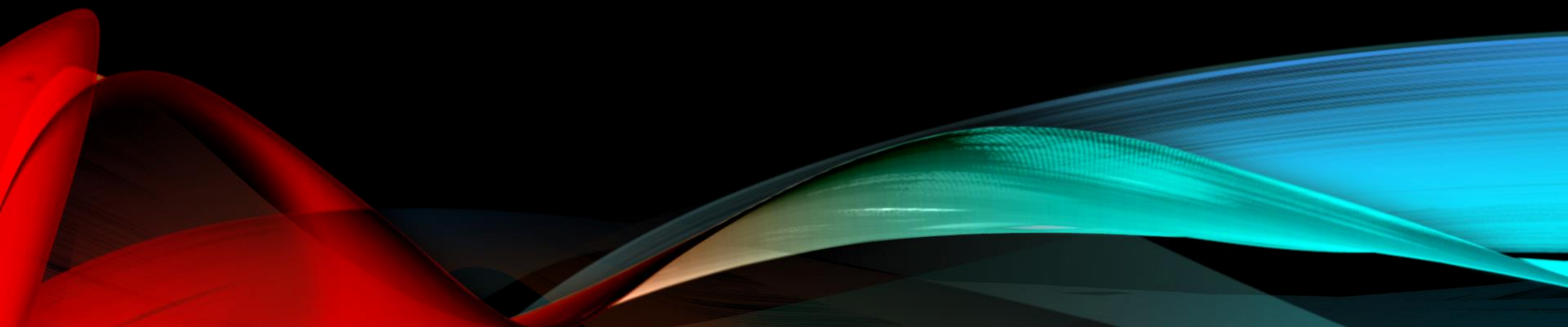
COURAGE OVER CONFIDENCE

Owning your influence and overcoming the myth of readiness

**“ WHAT’S THE DIFFERENCE BETWEEN
COURAGE AND CONFIDENCE?**

CONFIDENCE FEELS GOOD. ”

- Dan Sullivan, Founder & President, The Strategic Coach





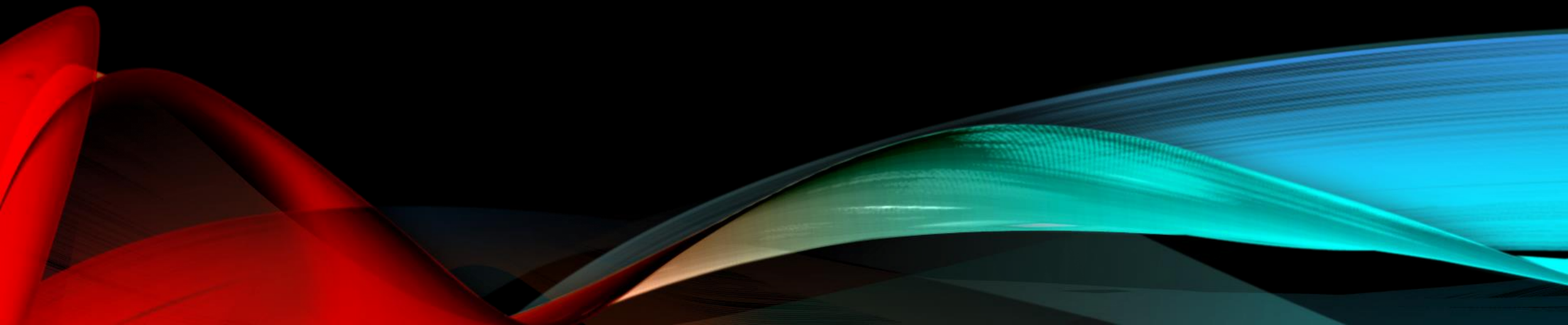


FOR THIS
SESSION:

What's one thing
you're afraid of that
you'd like to try?

What is a change
you'd like to make for
yourself?

WALK THROUGH THE DOOR ALREADY!

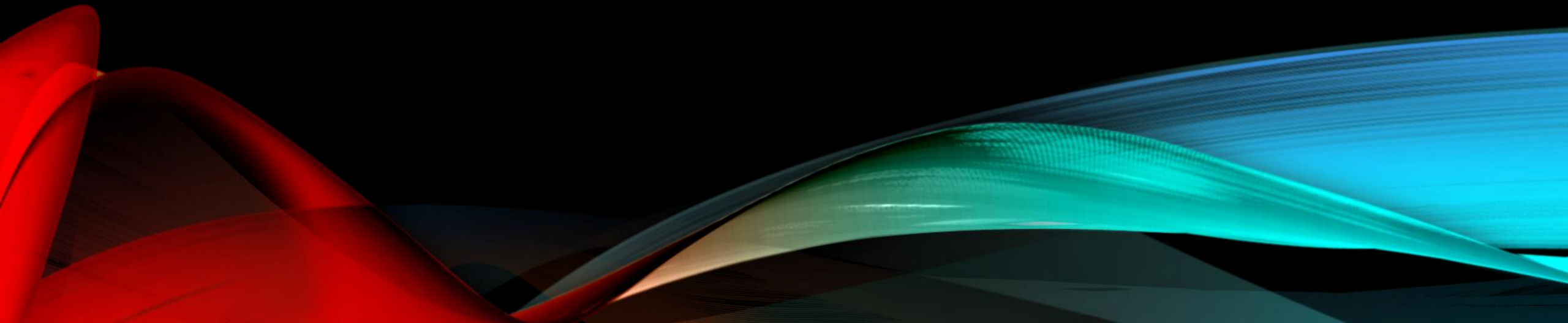




TACTICS

- Normalize fear
- Engage an advocate
- Remember that both can exist! (courage AND fear)
- Your gut is enough
- Nothing's lost – you can take it with you

YOU'LL RUIN YOUR CAREER!



TACTICS

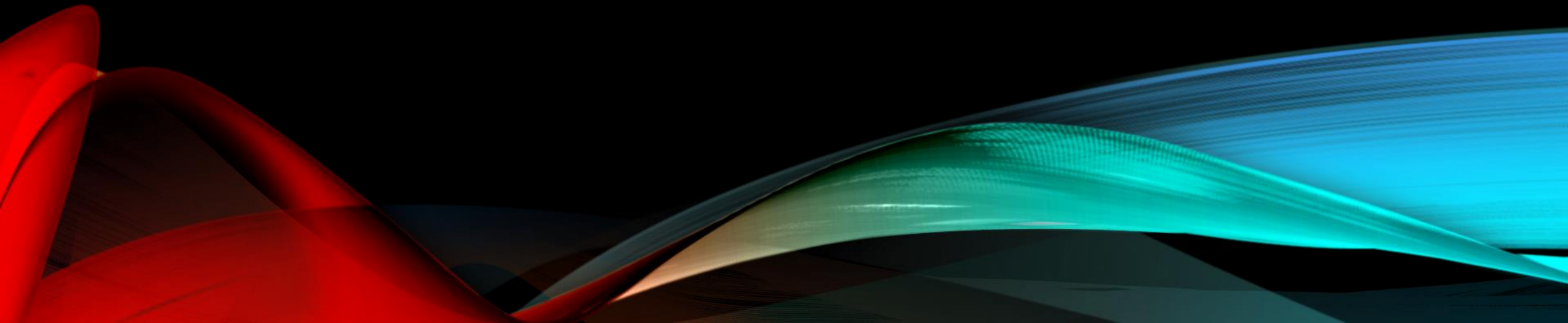
- What if it doesn't work out?
 - *But it's already NOT working out!*
- Be a better wanter
- Guilt, loyalty, and new places to serve
- “I can, but do I want to?”
- Find your people...and help your people find you



TACTICS

- Acknowledge sometimes change DOESN'T work for you
- Actually gather the data
- Try again: Reassess, reorient, revise
- Orient to authenticity
- It's ok to go back to where you were!
- If you learn, you're still farther ahead than where you were

I SPLIT MY SKIRT ON STAGE

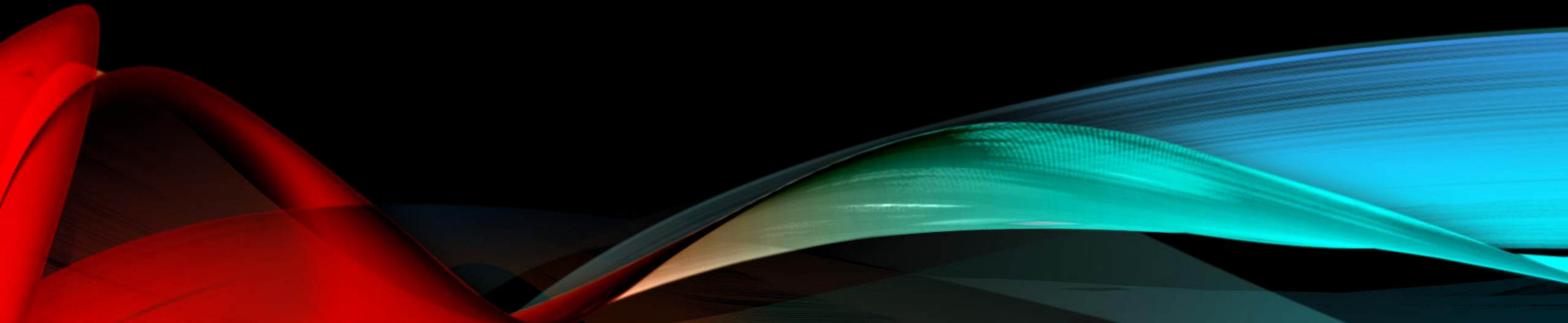




TACTICS

- Take the opportunity while you have the chance
- The circumstance does not change my message
- Keep going, sometimes you only get one chance
- Adapting quickly is not a bad thing
- Laugh at the universe
- Remember you'll survive your worst-case scenario!

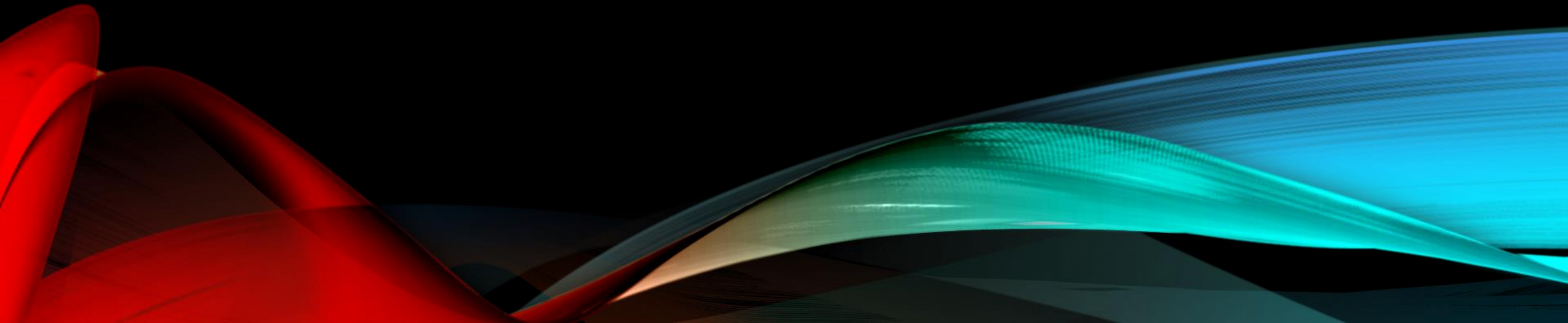
TOP TIPS FROM COACHING CLIENTS



TACTICS

- Discomfort does not equal disconfirmation
- Comfort does not equal “rightness”
- “I don’t know AND I can still act”
- Play out your scenario & run your numbers
- Tell the other side of the story
- The upwards spiral

TAKEAWAYS, COMMITMENTS, AND PERMISSION SLIPS



LET'S CONNECT!

Khala Stanfield

 Khala Stanfield, MBA

 Khala.Stanfield@bakertilly.com

Nicole Lance

 Nicole Lance

 nicole@nicolelance.co

 @nicolelancecoaching