



LEAD MORE BY DOING LESS or ADVANCING FROM DOER TO LEADER

Keynote: 45-60 minutes / Workshop: 90 minutes up to half day

We often promote people from doer to leader and assume a magic transformation will happen - that they'd shed the identity they had as a doer, and transform into a leader who was comfortable coaching, delegating and making hard decisions.

It's tempting to believe the myth that "doing all the things" will help us achieve our goals and be better leaders. This is especially challenging for women who navigate an extra layer of challenges like ditching the unpaid workload. Harvard Business Review published that women get 44 percent more requests at work to volunteer for unpaid, non-promotable tasks. In addition, taking on this unpaid work often keeps women labeled as "unstrategic." More is not always better, in fact, it leads to burnout and resentment.

It's time for women to level up their leadership and transform their role from doer to leader, not by doing more, but by doing *L.E.S.S.* This session teaches simple tools to help you cut the limiting beliefs that keep you saying yes when you want to say no, how to express your expectations, set boundaries and shift your identity from doer to leader. You'll learn simple strategies to clean up your calendar, delegate effectively and create a healthier work/life rhythm.

After this session, participants will be able to:

- Recognize the four common beliefs that keep them overcommitting, saying yes when they want to say no
- Clearly communicate expectations to others and their team that results in successful outcomes
- Shift their identity from doer to leader, so they can level up their leadership skills, improve their results and stop overworking
- Use a simple three step framework to establish priorities, clean up their calendar, and lead more by doing less
- Apply the L.E.S.S. framework to improve their leadership skills, develop their team and reclaim their time for more strategic pursuits