Unlock Your Leadership Potential in 2015
2015 Will Present The Decline Of The “Heroic Leader” & The Rise Of A “Collective Leader”
1. Recognize That You Are A Leader And Look For Opportunities To Lead
2. Take Control of Your Own Development

leader

/ˈlɛdər/
noun

1. You!
Types of Development

**Horizontal Learning = Competence Development**
- Increases what you know and strengthens technical expertise.
- Essential for using known techniques to solve clearly defined problem.
- Develops functional knowledge, skills, and behaviours that strengthen your leadership toolkit.

**Vertical Learning = Mind-set Transformation**
- Improves how you think and how you interpret any situation.
- Essential to address complex problems, cultivate high-stakes relationships, and navigate rapidly changing, uncertain circumstances.
- Develops your mental complexity and emotional intelligence, literally upgrading your leadership operating system to be more wise and caring.
Grow Your Mind
Leadership Gap: Mental & Emotional Glass Ceiling

- **LEVEL 8**: Highly Conscious Leaders - <1% of Leaders
- **LEVEL 7**: 1% of Leaders
- **LEVEL 6**: 4% of Leaders
- **LEVEL 5**: 10% of Leaders
- **LEVELS 1-4**: Conventional Leaders - 85% of Leaders

MetInInt Associates | The Future of Leadership
Vertical Development Process

- Step 1  Examine
- Step 2  Question
- Step 3  Learn New Ways of Thinking
Common Development Themes

- Executive/Board Presence
- Promotion/Profile Raising
- Presentation/Communication Skills
- Stress/Time Management
- People Management/Feedback
- Blind Spots/Discomfort
- Influencing/Negotiation Skills
Plan To Succeed

- Commit & Prioritize
- Plan & Identify Obstacles
- Write Down & Tell People
3. Build Your Advisory Board
Unlock Your Leadership Potential
Aurelia J Spivey

Aurelia a track record of motivating high performing individuals to achieve their business goals. Her coaching style is energetic, intuitive and she is not afraid to challenge clients to dig deeper and aim higher.

She has coached lawyers, business executives and MBA students to successfully create and implement professional development objectives, develop strategies for winning new business and transition to new business roles. She also has experience of working with clients to create positive transitions, build networks and raise their personal profile.

Aurelia has over ten years of international business experience, initially working as a lawyer in South Africa before moving to London. She then chose to specialise in professional services marketing and business development working for a number of leading international law firms. She is an AOEC certified coach and a member of ICF Austin.