



Paraplanners' Assembly

# Conversations with confidence

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# Going into conversations with confidence



# What do you think the magic ingredients are...

....for a great conversation?

If you had to pick the top 3 ingredients, what would they be?

So, what happens if those ingredients are missing?

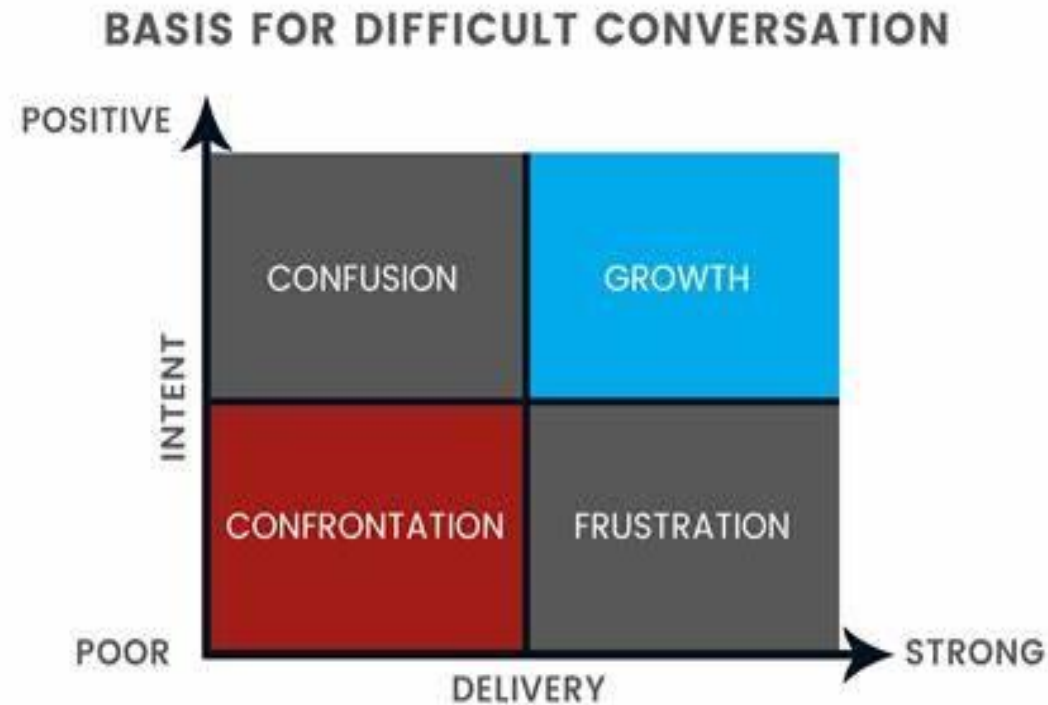
How do you rate yourself on those things?  
How well do you currently do them?

How can you go into your next conversations with an eye on these ingredients and how well they are contributing to the conversation?



# Now we know 'difficult' conversations are always at the front of our minds

But let's take some time to think about intent vs delivery and how that can help us...



# So, now what?

A reminder of key things to take away

- Reflecting on how your experience to date can influence you moving forward
- Do your video/audio recording of 'why me?'
- Draw your own leadership mocktail
- Consider that first 30 day plan
- Make a plan to ask for feedback
- Think about how you approach conversations in your day to day – what can you do more or less of?
- Turn it all into a development plan with key focus areas – and remember to ask for help!





# Key reading and resources

For you to review

- Why should anyone be led by you by Rob Goffee and Gareth Jones
- The First 90 Days by Michael D Watkins
- Wolfpack by Abby Wombach (a personal favourite of Sarah's!)
- [10 Ways to have a better conversation](#) – Celeste Headlee
- [The Power of Vulnerability](#) – Brene Brown
- A personal favourite of Sarah's is discovering leadership coaches on social media! If that's your thing, check out:
  - @leadershipheather
  - @katewaterfallhill
  - @vincentsanderson



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