



CPRS Leadership Summit

CPRS Headquarters held a virtual training summit on Thursday, September 4, 2020 for professionals in leadership positions in CPRS. The CPRS board recruited experienced performance, engagement, and motivational speaker, Marilyn Sherman, as the keynote speaker who led two discussions for the day. Below are some takeaways we believe may be useful to our members.

Take Charge in your Career

- 1 **Appreciate your seat.** Keep track of your wins. *Maintain a 'win list': accomplishments, feel good moments, times you received recognition.*
- 2 **Define what you want.** Don't assume people know. *What does what you want truly look like?*
- 3 **Determine WHO needs to know.** Be intentional. *Set-up a time, plead your case, ask for next steps (don't give ultimatum). Follow up.*
- 4 **Get the description of the job that you want.** *What are the certifications, experience, requirements? Fill in the gaps.*
- 5 **Ask.** Don't be intimidated- ask for what you want. *Find someone in the job you want- and ask for advice to get to their position.*
- 6 **Be willing to do what others are not.**
- 7 **Avoid the traps.** *Chasing a title alone can be disappointing or feel empty- chase desired influence to be more impactful.*
- 8 **Create opportunities.** Don't just dress for the job you want. *Act like the job and believe you can do it. First, listen and observe, then contribute (add value).*
- 9 **Build your bench.** Find people who can support you. *Mentor: discuss fears, choices, provide feedback. Advocate: knows what you do and can advocate on your behalf. Sponsor: has the influence/power to make something happen.*
- 10 **Look for your bigger picture.** Think legacy. *Strive for significance versus success. You leave a legacy either way, so have it be intentional.*

“Have a bad moment, not a bad day.”

-Marilyn Sherman

"There's no such thing as a bad day, only bad moments that people choose to nurse all day long!" Consider that you can **choose** to let a bad moment (or two) ruin the day. Instead, take the perspective that they were just instances and don't have to define the entire course of the day.

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