



## EP. 130 IBM GLOBAL EXECUTIVE STACIE MASON WITH HOST DON YAEGER

(9:00) *Ask yourself the questions Stacie listed: How am I performing? What could I be doing better today? Could I be giving the team more in order to be successful?*

(10:55) \_\_\_\_\_ to yourself without beating yourself up is key.

(14:45) You have leaders and you have managers. Managers take advantage of their position and their team will do what they need them to do. Leaders have \_\_\_\_\_ and their team *wants to do* what you need them to do.

(16:35) Teams have to show respect for \_\_\_\_\_.

(18:30) A healthy and genuine \_\_\_\_\_ in peoples lives and not making assumptions broadens your understanding about how people think.

(19:30) Reflection Question: How do you know what to say if you haven't listened? When was the last time you asked your client how you compare to the competition? What was their feedback?

(24:00) List the three qualities of a good mentor:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

(27:30) I have never regretted getting something done \_\_\_\_\_ because it gives me the time and the space to plan for the future.

### Our upcoming event open to YOU in Orlando, Florida:

Personal growth is an intentional choice. You either grow or you don't. But the world around us is constantly growing, changing, and evolving. John Maxwell teaches that we are never at the finish line. We should always be growing.

We hope that, whether you have a growth plan or put yourself on the back burner, 2023 is your year for growth! And we want to help catapult your growth by inviting you to surround yourself with leaders and hear from experts.

SCAN ME



This event will equip you with the tools to continue your growth outside this event, the energy and excitement to propel your development to the next level, and the community to encourage you.

**CHANGE IS INEVITABLE,  
GROWTH IS OPTIONAL.**

- JOHN C. MAXWELL