



NECA
PHILADELPHIA
SEPT 29-OCT 2, 2023

“Be You” Management




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TRADE SHOW EDUCATION

This session is eligible for 1 Contact Hour.

For these hours to appear on your certificate, you must:

- Have your badge scanned at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session



What I’ll be sharing today:

- How my experience led me to be my authentic self
- Why success doesn’t look the same for everyone
- What authentic leadership is
- What causes people to be inauthentic
- How you can identify your authentic self
- How to build a great team, starting with you!
- Takeaways




My Journey

- Apprentice
- Journeyman
- Foreman
- Labor Superintendent

A Realization

Friend/Spouse/Parent You

- Kind
- Trusting
- Discipline
- Humility

Work You

- Power
- Money
- Success
- Ego



Successful People in Our Lives:

- Parents/Grandparents/Family Members
- Co-Workers
- Friends
- People we see on Social Media
- Famous People

What is Authentic Leadership?

- Authentic leadership is a leadership style exhibited in individuals with high standards of integrity, that take responsibility for their actions, and make decisions based on principle rather than short term success.
- Authentic leaders lead with values, purpose, self-awareness, and can show up consistently as their true selves.



What does authentic leadership create?

- Better relationships between colleagues
- Higher levels of trust
- Greater productivity
- More positive work environment

Authenticity has a ripple effect!



What makes people be inauthentic?

- FEAR!!!!
 - What if I risk showing up as my true self and it's not enough?
 - What if I'm not worthy?
 - What if nobody respects me?



What happens when you are just yourself?

If you show up as yourself and have people accept you and value you for who you are then that is truly exceptional. What resonates with people and what people need is something that they can connect with, not your perception of what a perfect mold of a leader should be.



What is success?

- Success is the ability to reach your goals in life, whatever those goals may be.



Success ISN'T:

- Anything else but what makes you feel happy and fulfilled.
- What someone else thinks you should be striving for.
- A perception of importance.





Now What?

- Identify your personal values
- Find your own strengths and weaknesses
- What's your "WHY?"

Core Values

Abundance	Communication	Excitement	Independence	Patriotism	Speed
Acceptance	Community	Experience	Individuality	Peace	Spirituality
Accomplishment	Compassion	Expertise	Inner Harmony	Playfulness	Stability
Accountability	Competence	Exploration	Innovation	Poise	Status
Accuracy	Confidence	Fairness	Insightful	Positivity	Stewardship
Achievement	Consistency	Faith	Inspiring	Power	Strength
Adaptability	Contentment	Fame	Integrity	Productivity	Structure
Adventure	Contribution	Family	Intelligence	Professionalism	Success
Affection	Control	Fearless	Intuitive	Prosperity	Support
Alertness	Cooperation	Fidelity	Joy	Purpose	Surprise
Ambition	Courage	Fitness	Justice	Quality	Sustainability
Assertiveness	Courtesy	Focus	Kindness	Recognition	Teamwork
Attentive	Creativity	Foresight	Knowledge	Respect	Temperance
Authenticity	Credibility	Forgiveness	Lawful	Responsibility	Thankful
Awareness	Curiosity	Freedom	Leadership	Restraint	Thorough
Balance	Decisiveness	Friendship	Learning	Results-oriented	Thoughtful
Beauty	Dedication	Fun	Logic	Rigor	Timeliness
Boldness	Dependability	Generosity	Love	Security	Tolerance
Bravery	Determination	Giving	Loyalty	Self-actualization	Toughness
Brilliance	Devotion	Goodness	Mastery	Self-development	Traditional
Calmness	Dignity	Grace	Maturity	Self-reliance	Tranquility
Capable	Discipline	Gratitude	Meaning	Self-respect	Transparency
Careful	Diversity	Growth	Moderation	Selfless	Trustworthy
Caring	Efficiency	Happiness	Motivation	Sensitivity	Understanding
Certainty	Empathy	Hard Work	Obedience	Serenity	Uniqueness
Challenge	Endurance	Harmony	Openness	Service	Unity
Charity	Energy	Health	Optimism	Sharing	Vision
Cleanliness	Enjoyment	Honesty	Order	Silence	Vitality
Clear	Enthusiasm	Honor	Organization	Simplicity	Wealth
Clever	Equality	Humility	Originality	Sincerity	Welcoming
Comfort	Ethical	Humor	Passion	Skillfulness	Winning
		Imagination	Patience	Solitude	Wisdom



My Core Values:

- | | | |
|----------------|---------------|--------------------|
| • Authenticity | • Discipline | • Motivation |
| • Balance | • Empathy | • Patience |
| • Bravery | • Family | • Productivity |
| • Compassions | • Forgiveness | • Purpose |
| • Confidence | • Honesty | • Self-Development |
| • Consistency | • Integrity | • Vision |
| • Courage | • Love | |



Do you live up to those values?

- Compare the way that you live your life to the values you listed.



Strengths and Weaknesses

- DISC
- Myers-Briggs
- Gallup CliftonStrengths Finder



My Top 5:

- Strategic
- Futuristic
- Input
- Activator
- Communication



What is your why?

- “People don’t buy what you do, they buy why you do it.” – Simon Sinek



Creating a Team:

- All team members must share company values and have strong personal values.
- You want team members that balance each other out.
- Examples:
 - Doer
 - Achiever
 - Problem-Solver
 - Technical Expert
 - Decision Maker
 - Analyst



Claim your Weaknesses and Fill the Gaps!!



Being your authentic self creates respect, admiration, growth, relatability and trust!

Don't let yourself down because you're too scared to be who you are!

Thank you! Questions?



Complete the Online Evaluation

