

JOELLE K JAY

SPINACH IN YOUR TEETH: HOW TO GET THE FEEDBACK YOU DIDN'T WANT TO HEAR (BUT REALLY NEED TO KNOW)

When it comes to your leadership, how are you doing? And how do you know? Delivered with humor and compassion, Joelle's presentation Spinach in Your Teeth: How to Get the Feedback You Didn't Want to Hear (But Really Need to Know) teaches audiences the importance of high quality feedback in attaining personal and professional success.

PROGRAM DESCRIPTION

What if there are things you are doing – or not doing – that are sabotaging your success? What if there are few key things you're missing that could help you get even better results? Without feedback and reflection, you have no way to know how you're doing. You don't know what others think of you or how you might be holding yourself back. What you don't know can hurt you. A lack of self-knowledge can limit your opportunities and even stall your career.

On the other hand, when you seek feedback, you open yourself up to reflection. You become much more thoughtful about what you're doing and why, how you can improve, how you can maximize your efforts and get better, more predictable results.

In this presentation, Joelle describes a seven-step process for gathering the feedback leaders need to understand more about what's working...and what's not:

- **Step 1:** Create Your Timeline
- **Step 2:** Decide What You Want to Know
- **Step 3:** Choose Your Participants
- **Step 4:** Request Participation
- **Step 5:** Distribute your Questionnaires
- **Step 6:** Explore Your Feedback
- **Step 7:** Create an Action Plan

With a little initiative, leaders can get the feedback they need to succeed - a powerful catalyst in launching into higher levels of effectiveness, productivity, and achievement.

PARTICIPANTS WILL LEARN:

- How to identify exactly what they need to do to be more successful
- Avoid some of the pitfalls in their approach
- Learn where to improve
- Identify what it is about them is truly powerful
- Leverage feedback to achieve the results they want



Joelle K. Jay, Ph.D., is president of the leadership development practice, Pillar Consulting. As an executive coach, author and speaker, Joelle helps leaders achieve top performance and business results. Her clients include presidents, vice presidents, and C-level executives in Fortune 500 companies. Joelle is the author of *The Inner Edge: The 10 Practices of Personal Leadership*. To find out how Joelle can help you reach the next level, visit: www.TheInnerEdge.com.