

Building the Career of Your Dreams™

Strategically Leverage
Networks, Mentors & Coaches

L-TEN Workshop Presenters:

Christi Clements, Suneva Medical

Kimberly A. Farrell , Unlimited Performance



CAREER MANAGEMENT SELF ASSESSMENT

See Link to Access Pre-Workshop Survey

L-TEN 2016 Workshop: Building the Career of Your Dreams™

Facilitators: and Christi Clements & Kimberly Farrell, Unlimited Performance Training, Inc.

Pre-Session Self-Assessment

Please take a moment and complete this self-assessment on the following leadership and career development competencies prior to the session. Answer 'yes' or 'no' for each question. A 'yes' means all parts of the statement are true. 'No' means some or all parts of the statement is not true. Please make sure you complete the assessment by June 5, 2016. It is important you including your name, company, title and contact information. We will use your input to customized the workshop content. We will also give you a copy of your responses at the workshop for your utilization during our session.

* 1. Career Management

	Yes	No	N/A
1. I have a current written career management plan which I utilize consistently to help me reach my career goals.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. I have at least two career management discussions with my immediate Manager every year to ensure that	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

LEARNING OBJECTIVES



- Evaluate the individual skills, knowledge and current behaviors used in career management
- Analyze individual and group career assessments and target new career management goals
- Engage in discussion about Coaching around real-life case study to identify options for career growth
- Leverage learning capital across networks to build a more powerful career profile
- Utilize Executive Coaches & or Mentors to facilitate leadership development and career growth

SESSION AGENDA



SESSION OPENING

- Welcome, Session Overview
- Group Self-Assessment Summary
- Group Discussion: Biggest Career Road Blocks
- Differentiate Networking, Coaching & Mentor Relationships

Christi & Kimberly

Christi

Kimberly

Kimberly

NETWORKING

- Preparing a **Deliberate-Impromptu**™ Interaction
- Role Play **Deliberate-Impromptu**™ Process
- Networking Group Activity & Debrief

Kimberly

Kimberly

Kimberly

EXECUTIVE COACHING

- Your Brand
- Where you are vs. Where you want to be
- Strategic Brand Management
- Executive Coaching Engagement

Christi

Christi

Christi

Christi

MENTOR RELATIONSHIPS

- What is a Mentor vs. a Sponsor?
- How can Mentors aid Career Management?

Kimberly

ACTION PLANNING

- Career Maps
- Session Summary

Kimberly

Christi & Kimberly

Christi

QUESTIONS & ANSWERS

- Next Steps

Kimberly & Christi

Kimberly

Co-Facilitators

Kimberly Farrell M.B.A

CEO, Unlimited Performance Training®



Christi Clements

Director Training & Development, Suneva Medical



Kimberly Farrell M.B.A

CEO, Unlimited Performance Training®

Kimberly A. Farrell is the founder and CEO of Unlimited Performance Training® (UPT). Ms. Farrell has led the firm's growth over the past 15 years through the development of a talented training team and the creation of several award-winning learning and development curriculum's which incorporate a specialized integrated learning approach to employee development. UPT instructional designs are unique and customized to be incorporated into the learning and development platforms of clients. The unique and sophisticated experiential learning models created by UPT, target and measure learning outcomes for Fortune 500 clients.



A sought-after author and speaker on leadership, career management and team development, Ms. Farrell has been published in business and industry journals over a hundred times as well as giving top rated keynotes at over 100 medical, business, academic, industry and not-for-profit events. In 2014, Ms. Farrell gave the highest rated TEDx keynote to the leaders of the City of Los Angeles highlighting unique strategies for networking, collaboration and leadership development. In 2011 & 2013, she was one of the keynote speakers selected for the University of Notre Dame, Mendoza College of Business.

Ms. Farrell has over 12 years of Board Leadership and Mentoring experience. Throughout her careers she has generously given back to others by serving on Boards such as: Pharmaceutical Representative Magazine, FOCUS, City of Hope, Boys & Girls Club of America and Healthcare Businesswomen's Association. She was in 2004 awarded the prestigious HBA Global STAR (Strategic Transformation Achievement Recognition) because those given this honor have strategically transformed the HBA. As a board mentor she has received recognition as Mentor of the Year and earned 2 Chapter of the Year awards. In 2003, Ms. Farrell. Founded the Chicago Healthcare Businesswomen's Association where under her board leadership she produced one of the top-rated chapters of all time now with over 700 members.

Ms. Farrell received her MBA from the University of Notre Dame and her undergraduate degree in Business, Marketing, from CSULB. She attended CSULB on a full athletic scholarship where she was team captain and played on the #2 ranked NCAA Division I basketball team. In 2013, she was inducted into the Burroughs Basketball Hall of Fame. She lives in California with her husband and two sons where she quilts and enjoys theater and athletics.



Christi Clements

Director, Training & Development Suneva Medical



Christi Clements has spent ten years in the medical sales industry working with multiple companies in the pharmaceutical and medical device markets. In 2013 she came to Suneva, a start-up aesthetic device company, to successfully build a training department from the ground up.

Christi's experience in working with medical sales companies from large to small (and growing) to build training departments and programs allows her a unique perspective on training solutions for the fast-paced medical sales industry. Christi will serve as Kimberly's "real-life" case study during this workshop on career performance, networking, and career advancement opportunities.