

# Leverage your Proven Solutions

This exercise is to support you in doing a “look back” of the tried and tested solutions you have applied over the years, which added VALUE and delivered on improving your area of expertise and solving the very challenges your clients struggle with. These are your **best practices** and **routines you could put on auto-pilot** if someone were to ask you how to do them. This exercise is taking all of those solutions which made things better, not just in your expert area, but also supporting how others can work better, and considering ways you would execute these processes *systematically* in a new career role. There will always be areas which need improvement. Even if there wasn't time or budget for you to ever PERFECT your solutions, you are qualified to talk about them because you have grown as a leader in your career and have insight on what works and what doesn't. Therefore you can talk about them as if they were in place, so you can position yourself as a change agent – someone who knows what needs to be done to improve the lives of others, a department or a company as a whole.

Remember, everyone wants to be led. If you were to hypothetically hand someone your book of best practices to follow just like a tried and true recipe, could they follow along with each step easily, without thinking hard? In this book you can for example, include solutions which used technology, people processes, templates, step-by-step guides, exercises, cheat sheets, checklists etc. to solve challenges you have encountered from your *experience*.

Here you are capitalizing on what you have learned and know how to make even better and run more efficiently because you have gained the much-needed experience on the ground, which qualifies you to talk about it.

After completing this exercise, you should validate in your mind what you will talk about when are advocating for yourself. It should tell a story to management, prospects, clients (*internal and external*), and peers: that you have been the resident expert and can leverage what you know by running this new area of responsibility, just **like a well-oiled machine**. You can easily now take all these best practices and speak about them on a stage, when you deliver a presentation, while attending a networking event, or even during casual chit-chat. Think about if you were training your chosen wing man (woman). How would you transition everything to them so that they can teach exactly what you have been doing for years? If you can transition it, then you can leverage and *scale* it.

Analyze every area of your practice and break out the processes, routines, procedures, people changes you would institute into your operation and run

systematically. As you are completing this, be sure you are raising the bar with others to do the same. Whenever someone is stuck and walks in with a problem, set the bar and let them know they should consider these types of solutions as well before giving up. In other words, challenge others to do the same. That's what makes a great leader: leading by example. 😊

Here are some questions to help you get started:

- What routines would save time?
- What steps would save money?
- What solutions would save headaches and stress?
- What would improve performance and health?
- What's already been "systematized" but in reality, is still not working well?
- What can be automated technically?
- What would you delegate to someone else every week? Every month? Every time someone takes vacation?

*This exercise requires you to package and structure what you know really well, yet may not have outlined on paper to share with others. This kind of structure is strong energy work. The more you are clearly defined and holding space for the energy you're channeling, the more effective the shift will happen. Feel the energy flow and how much abundance will flow in from recognizing and bundling your best practices and proven solutions as the professional expert you are.*

*Enjoy - you are gathering all that you know and simply packaging it so you can communicate your VALUE.*