



CONVERGE | 22

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Sunday, October 9



LEAD WITH AND

*The Secret to Resilience and Results
in a Polarized World*

LEADERSHIP

- Responsible to move things forward
- Driven to make a difference

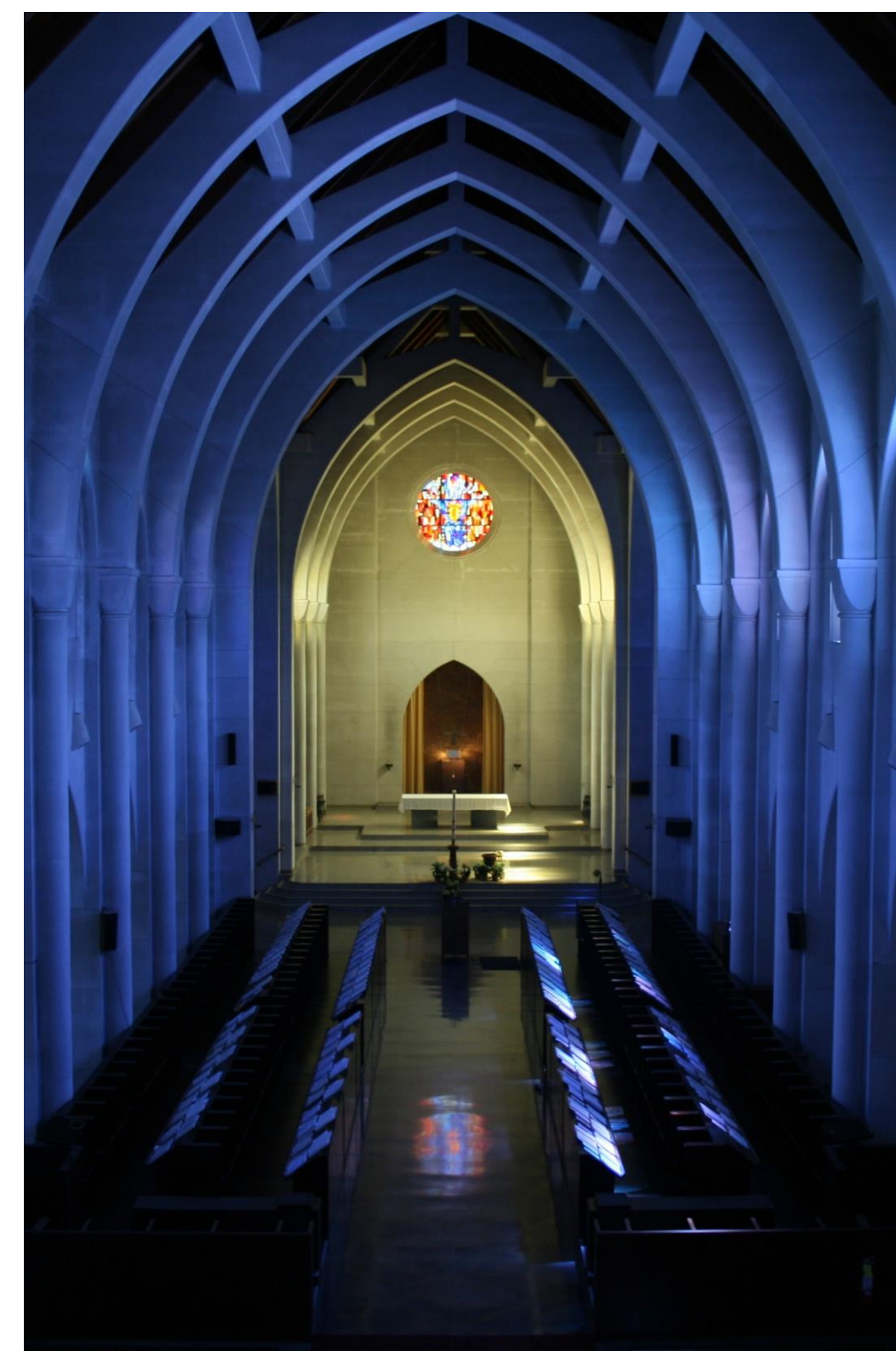
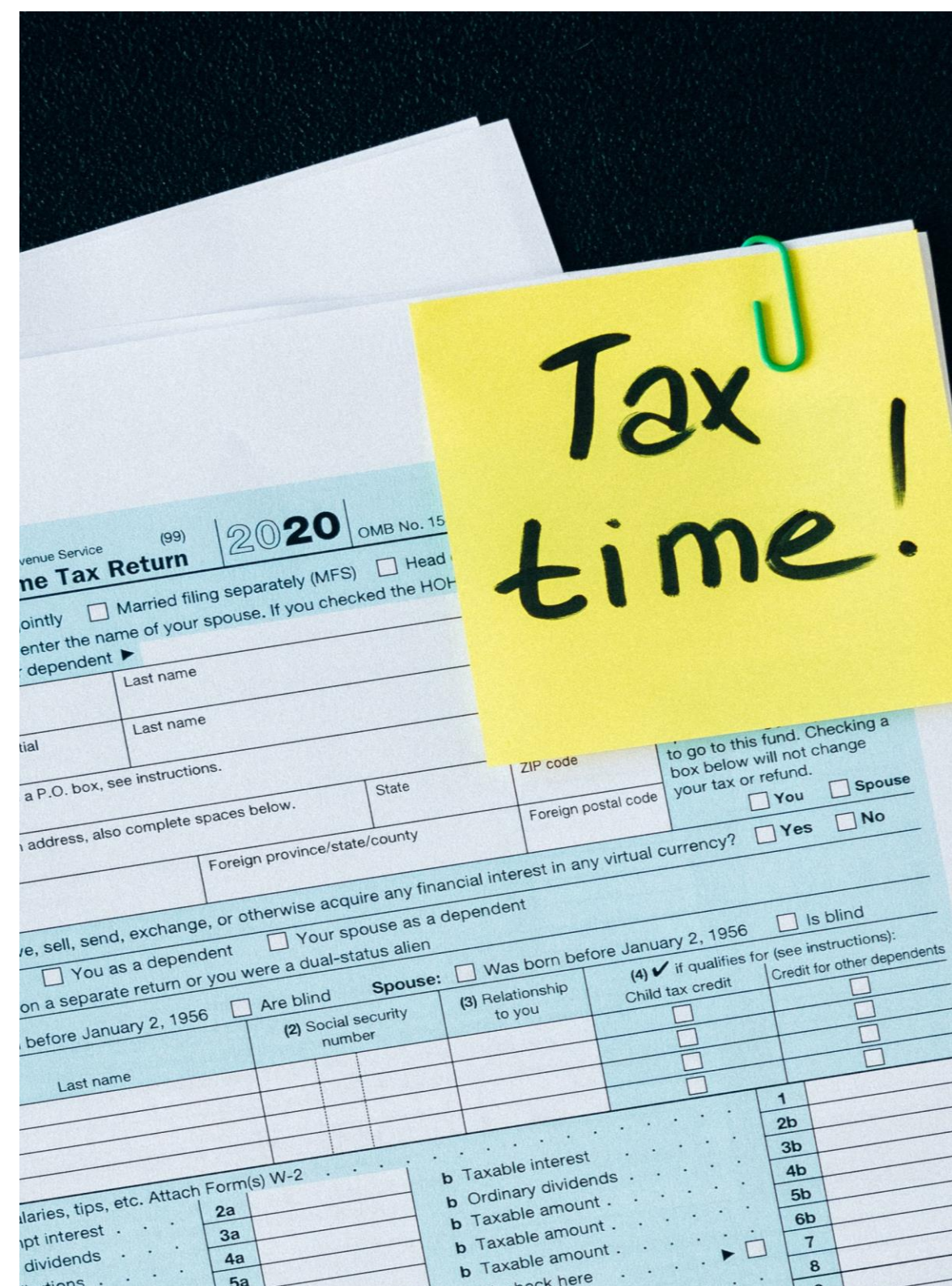








An Either/Or World



An Either/Or World

- Between traditional **AND** progressive viewpoints
- Between rational **AND** emotional responses
- Between taking action **AND** just being there
- Between solitude **AND** leisure
- Between fasting **AND** feast
- Between discipline **AND** wildness.

St. Teresa of Avila, 1515

“What a person actually needs is not a tensionless state but rather the striving and struggling for some goal worthy of them.”

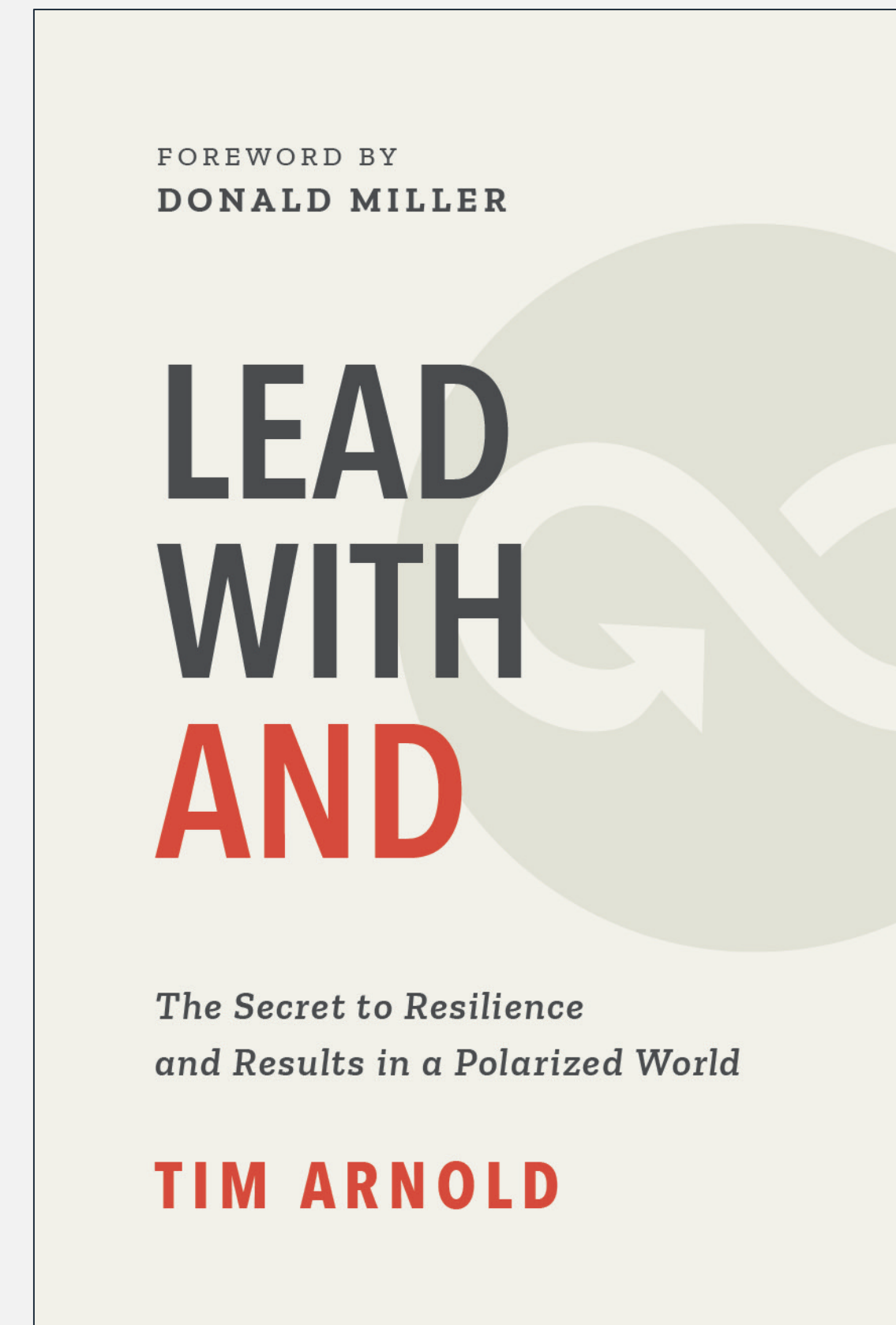
Viktor Frankl

Author, Psychiatrist, Holocaust Survivor



6 Unavoidable Leadership Tensions

1. Being Optimistic **AND** Realistic
2. Embracing Change **AND** Preserving Stability
3. Being Profit Focused **AND** Purpose Driven
4. Having Expectations **AND** Extending Grace
5. Caring for Others **AND** Caring for Yourself
6. Building Confidence **AND** Remaining Humble

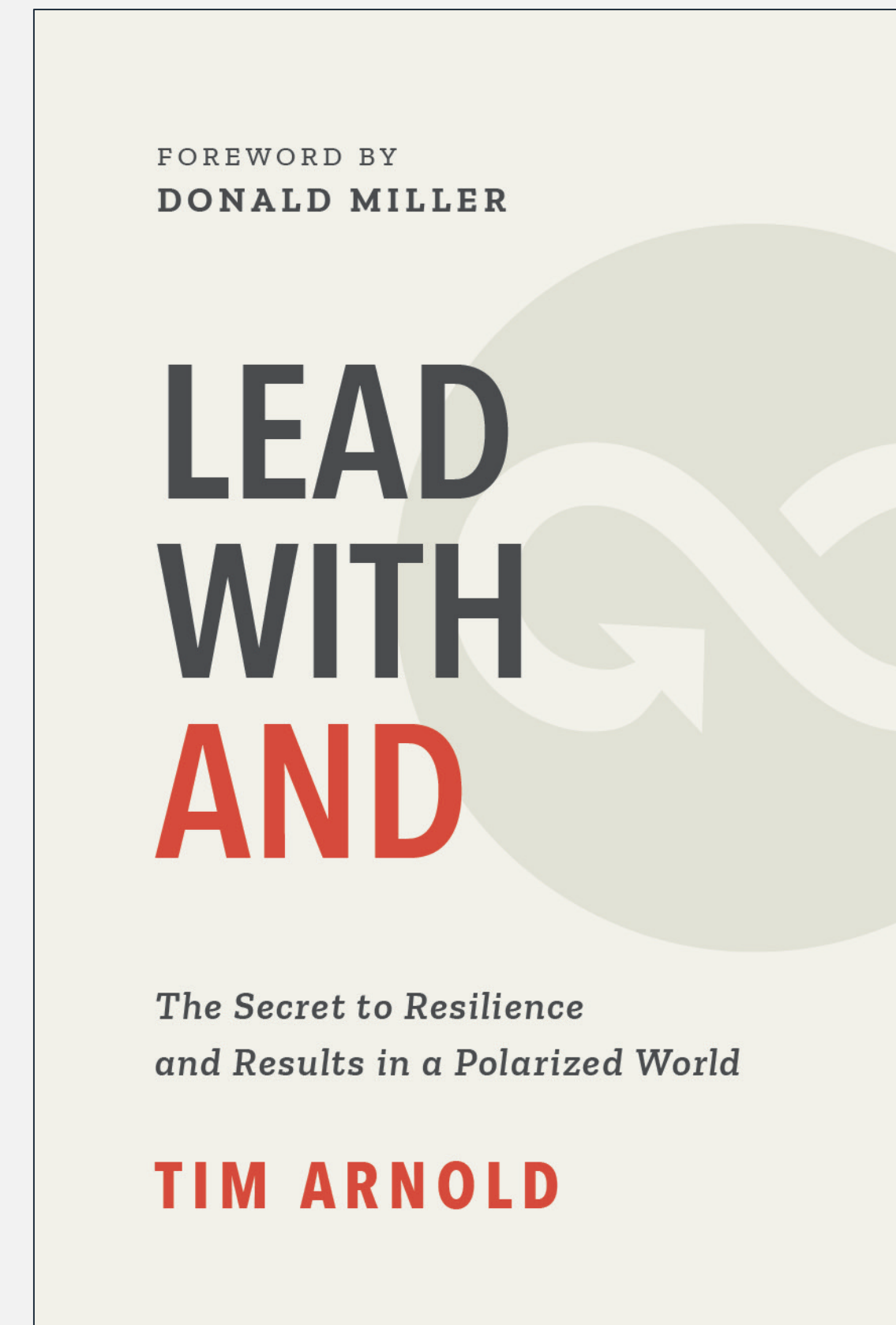


PARTNER **DISCUSSIONS**



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Take a deep breath and say, 'hey, both of these things can be true.' And that energy that we create holding opposite things (in tension) is the birthplace of transformation.

Not only are tensions OK and normal — they're the magic sauce.

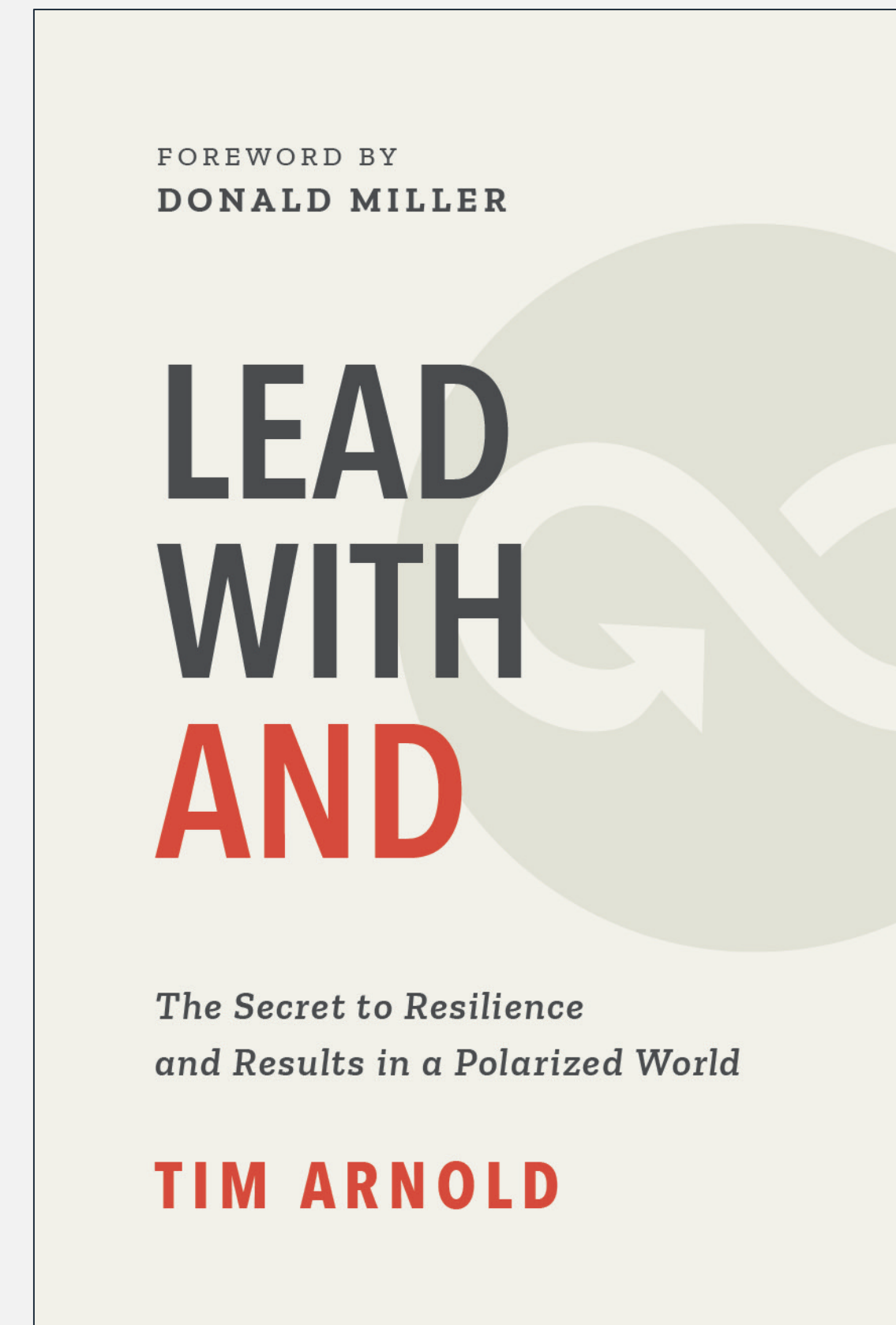
- Brené Brown





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Step 1: **Understand**

POSITIVE RESULTS

?





NEGATIVE RESULTS WHEN OVERDONE

?

POSITIVE RESULTS

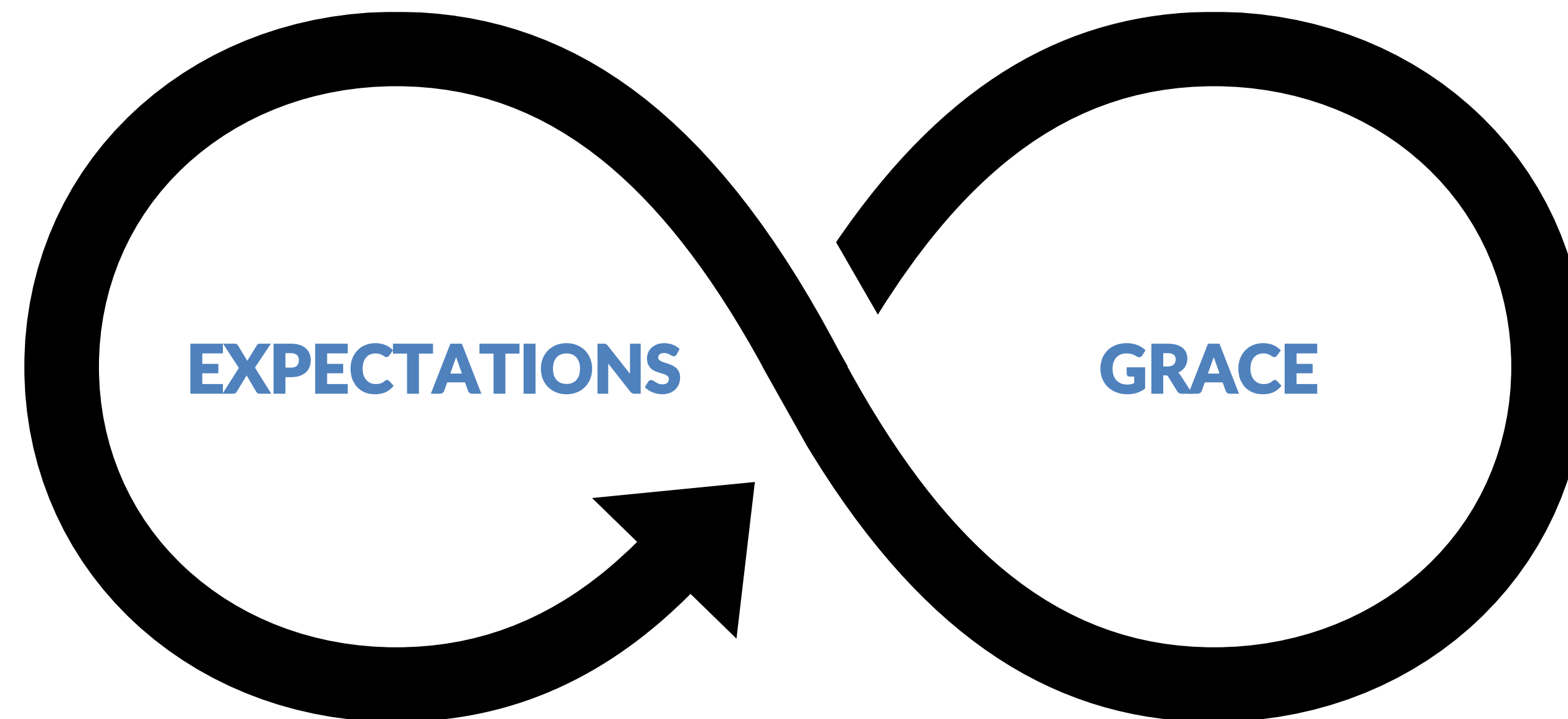
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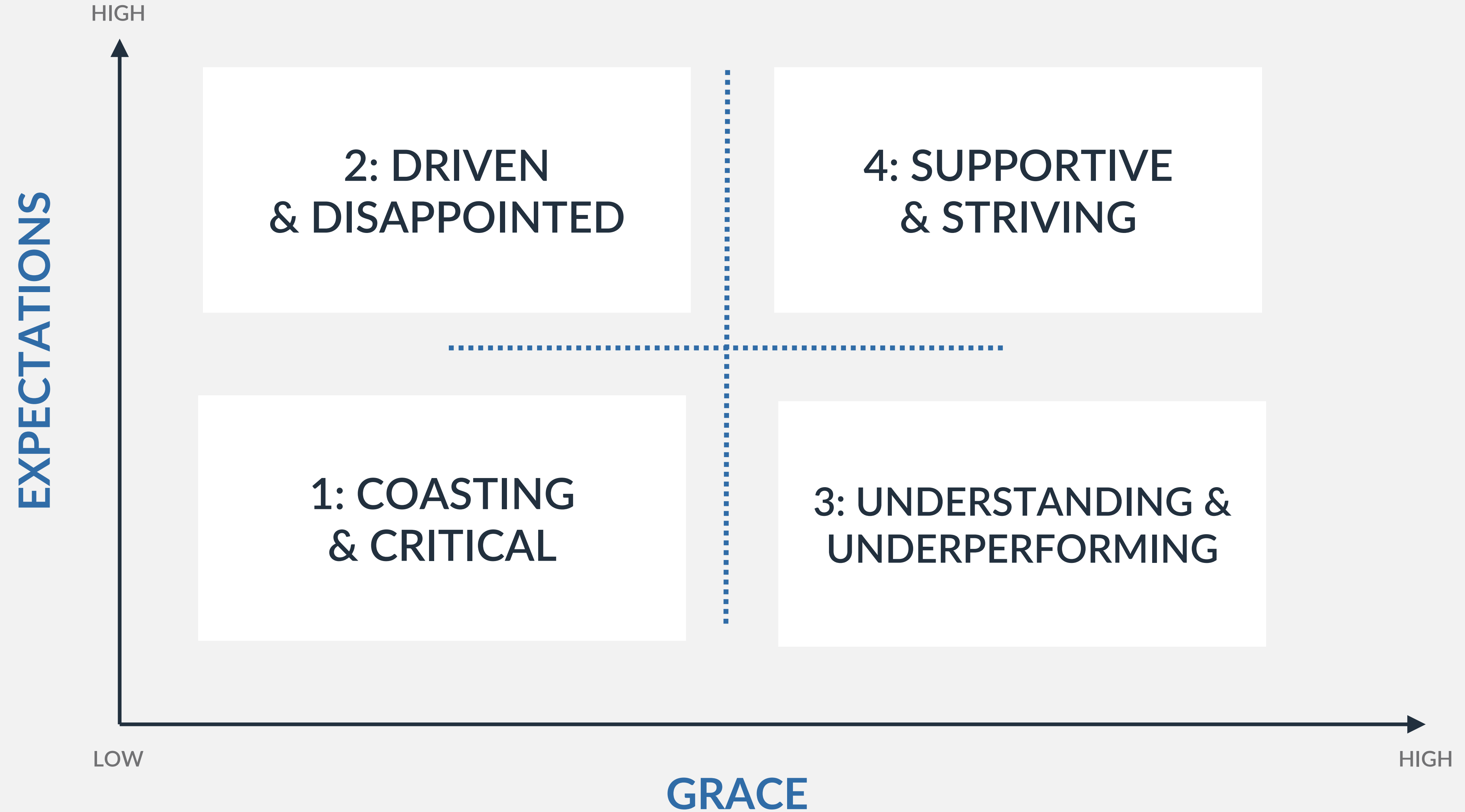
NEGATIVE RESULTS WHEN OVERDONE

?



Step 1: **Understand**

Step 2: **Assess**



Step 1: **Understand**

Step 2: **Assess**

Step 3: **Leverage**



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Say the alphabet **out loud** as fast as you can:

A B C D E F G H I
J K L M N O P Q R
S T U V W X Y Z

Raise your **right arm**, if there is an **R** under the letter you are saying.

Raise your **left arm**, if there is an **L** under the letter you are saying.

Raise **both arms**, if there is a **B** under the letter you are saying.

L R B L R R L B R

B L R B R L L R B

B R L R R B L R

A	B	C	D	E	F	G	H	I
L	R	B	L	R	R	L	B	R
J	K	L	M	N	O	P	Q	R
B	L	R	B	R	L	L	R	B
S	T	U	V	W	X	Y	Z	
B	R	L	R	R	B	L	R	

THE THREE C'S





THE THREE C'S

1. CURIOSITY

- Agree With vs. Learn From
- “Help me understand...”





The 3 C's

1. CURIOSITY

- Agree With vs. Learn From
- “Help me understand...”

2. CONNECTION

- Exchange vs. Expand



Things we can do at the exact same time:

- Be brave **AND** afraid.
- Support the military **AND** support peaceful protest.
- Support responsible gun ownership **AND** fight for gun reform.
- Fight for justice in our communities **AND** be global activists.

Resist the divisive either/or framing of complex issues.

- Brené Brown



The 3 C's

1. CURIOSITY

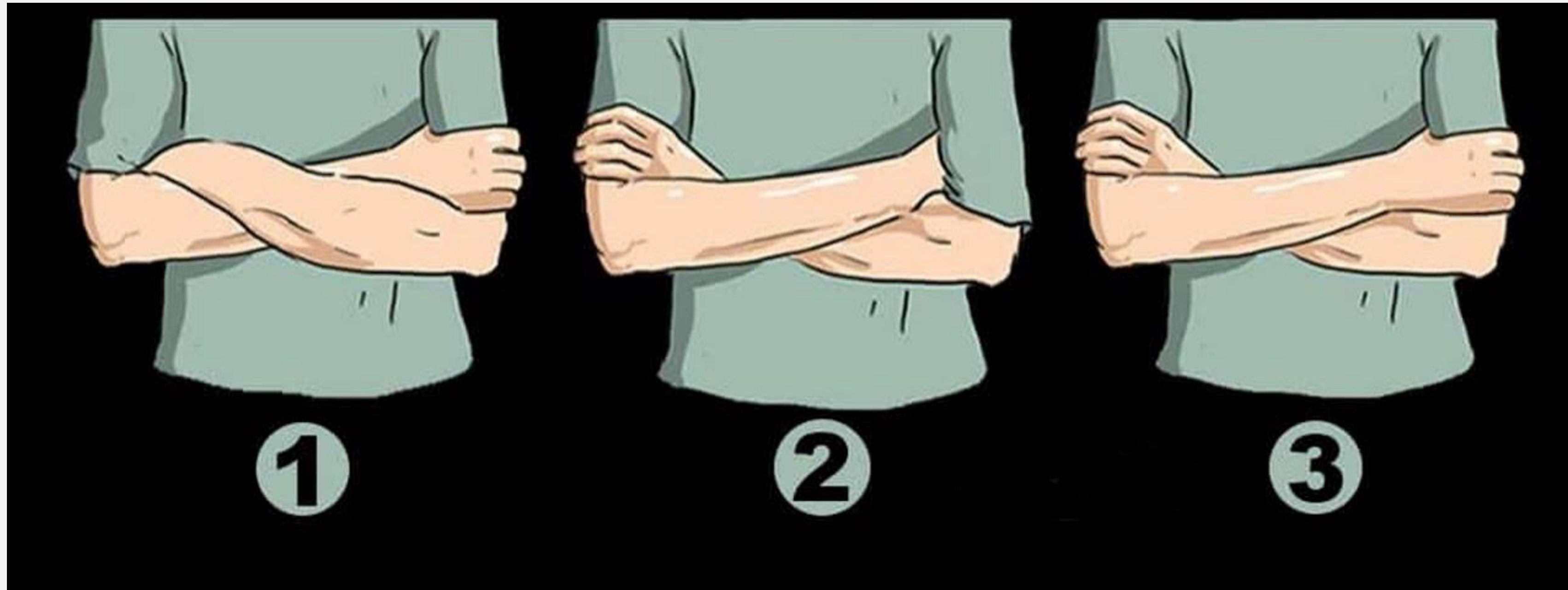
- Agree With vs. Learn From
- “Help me understand...”

2. CONNECTION

- Exchange vs. Expand
- “Here’s where we agree...”



CROSS YOUR ARMS



"Discomfort is the price of admission to a meaningful life"

Susan David, PhD

The 3 C's

1. CURIOSITY

- Agree With vs. Learn From
- “Help me understand...”

2. CONNECTION

- Exchange vs. Expand
- “Here’s where we agree...”

3. COURAGE

- Courage vs. Comfort



ni-ver-sal King.
the sol-id ground.
And all us by His word.
God, And formed us by His word.
own; He own your gra-cious God.
choice, And own your gra-cious God.

As Thou wilt
A-MEN.

78 F. Lyte.

Abide With Me.

Twentide. 108.

W. H. Monk.

Abide with me: fast falls the e-ven-
1. A-
2. Swift to its close ebbs out life's lit-tle
3. I need Thy pres-ence ev-'ry pass-ing
4. Hold Thou Thy word be-fore my dim-
day; The dark-ness deep-ens;
hour: Earth's joys grow dim, its
eyes; Shine thro' the gloom, and

The 3 C's

1. CURIOSITY

- Agree With vs. Learn From
- “Help me understand...”

2. CONNECTION

- Exchange vs. Expand
- “Here’s where we agree...”

3. COURAGE

- Courage vs. Comfort
- “Yes, AND...”

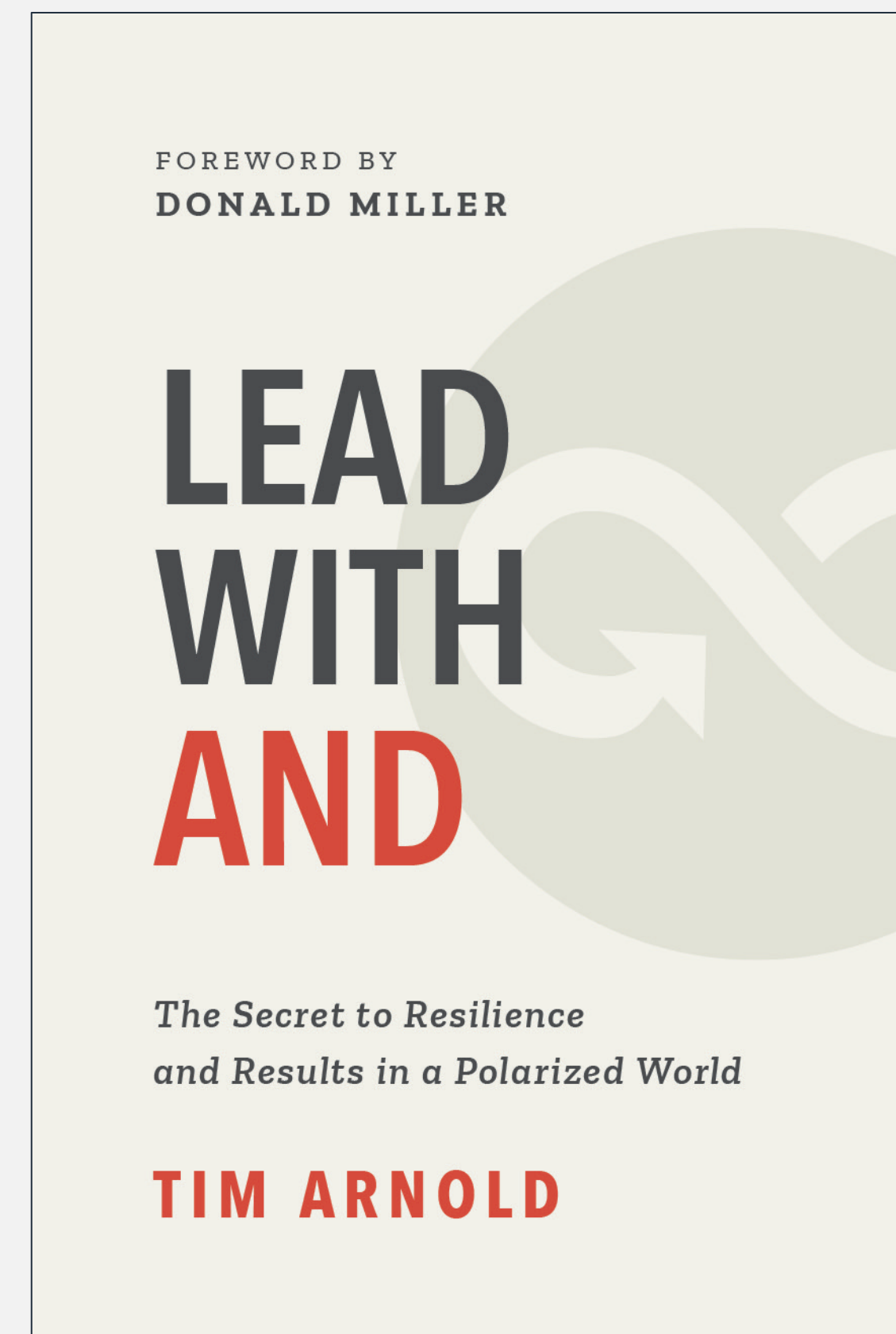
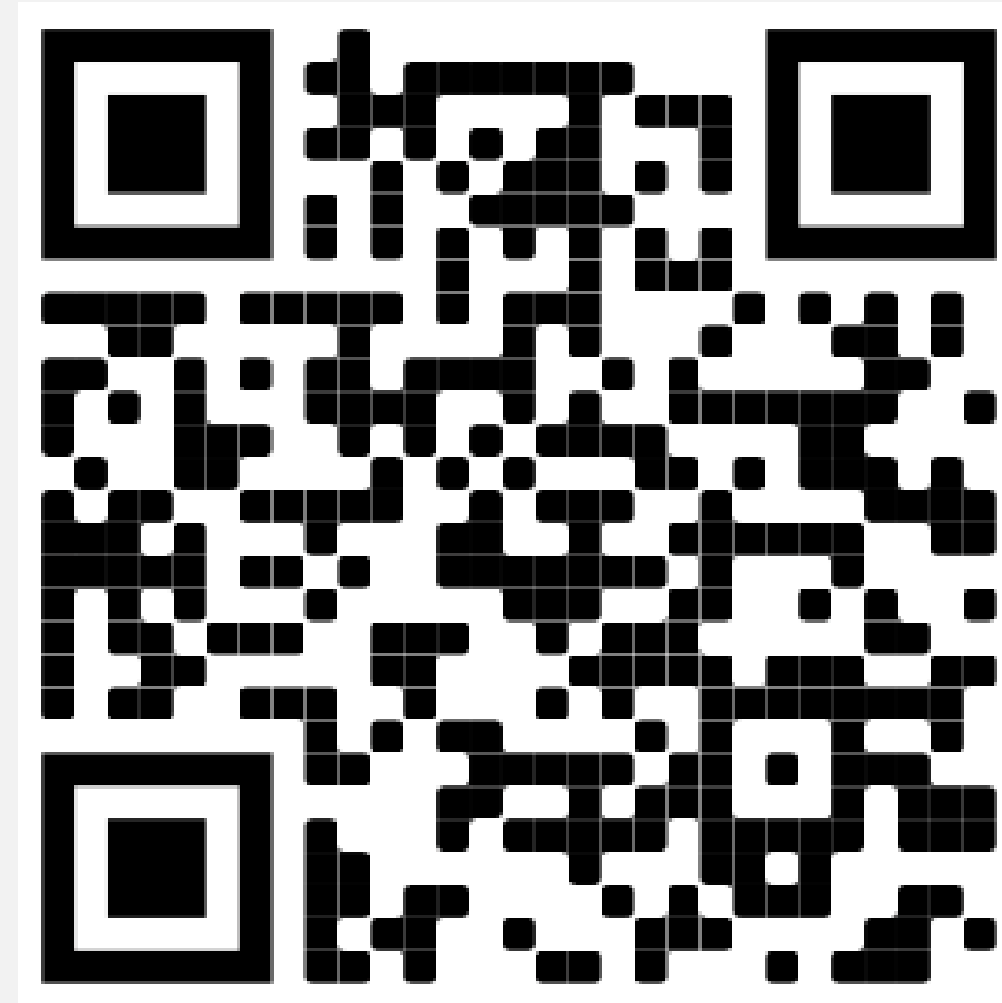


LEARNING APPLICATION

- What was the most relevant aspect of the keynote?
- How can you apply this in the *real world*?

www.LeadWithAnd.com/resources

- Keynote slides
- Free assessment
- Buy the book
- Online course





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AND
Preserving Stability**

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**Embracing Change
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**Care for Migrant
Workers
AND
Respect for Farmers**





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