# Michelle Stokes - Key Take-aways:

#### 1. Understand your common threads.

Do you know what they are? Understanding these may help you make your next direction decision if the path is not clear. These are likely to be your values, passions, a particular skill or personality trait.

## 2. Say YES

Grab opportunities as they come up, you never know what they may lead to- try saying yes to everything you are asked to go to for a period of time you only have to try things once, you never who you might meet.

### 3. "win fast - lose fast"

This is a short phrase I love, it is used in Miller Heiman Sales and is a great way to focus the mind for decision making. If something is not working don't be afraid to get out. All experiences are a learning experience.

### 4. Build your own Board of Advisors

Ensure you have strong mentors, people who know you personally, professionally and both.

Who do you go to for advice? Who will be honest? Aim for a breadth of industries outside your own.

## Sally Curtain - Key Take-aways:

- 1. Direction feels like something someone else might expect of you, I relate so much more to ambition. My parents told me I could be anything I wanted to be and I believed them!
- 2. My "direction" has been a product of my environment. Growing up in a small country town in regional Victoria naïve is the best word to describe it. With increased travel and exposure to different organisations/communities means my world has changed dramatically over time, and my "direction" has grown in direct proportion to this.
- 3. Learning and curiosity is a great religion
- 4. When I was in the early stages of my career I often felt and been told I'm too much, but then my moment came and its empowering
- 5. Self-awareness is the most effective leadership tool any of us can have
- 6. Family, friends, mentors and networks are essential and can get you through anything
- 7. Only you know what it is that you want to achieve, and one of the hardest things is articulating this for others to help you achieve.