Introductions

Building Your Personal Board of Directors

Agenda

Guidelines + a note on the pandemic

The “what + why”

Ideation

Break

The “how”

Objection handling

Questions

Recap + takeaways

One commitment

The “what + why”

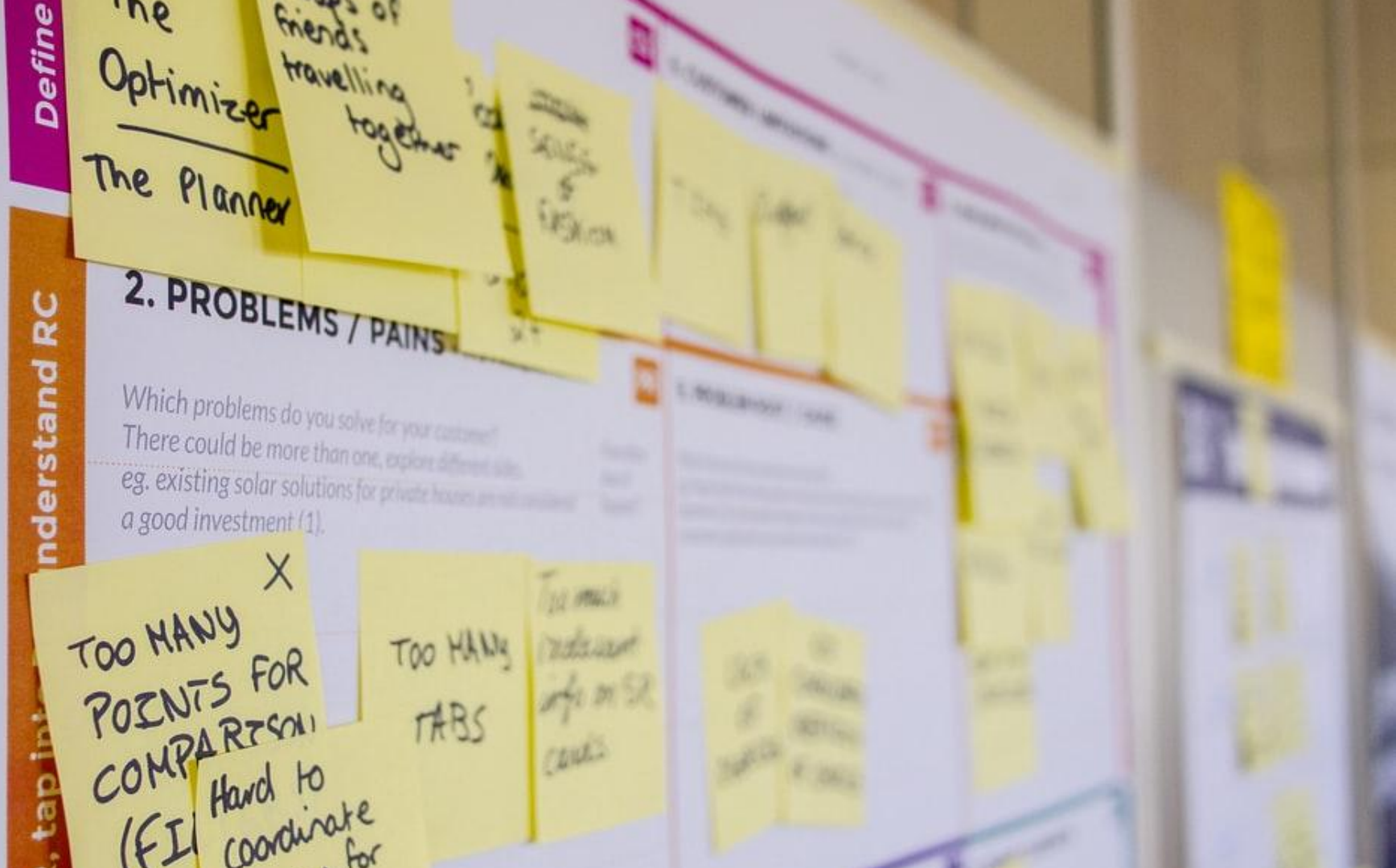
Starring:You!
FOX
Detroit's Finest Entertainment

6-8 people
committed to your personal and professional **growth**, unofficial or officially there to **boost, challenge, champion, advise**, and **connect** you.

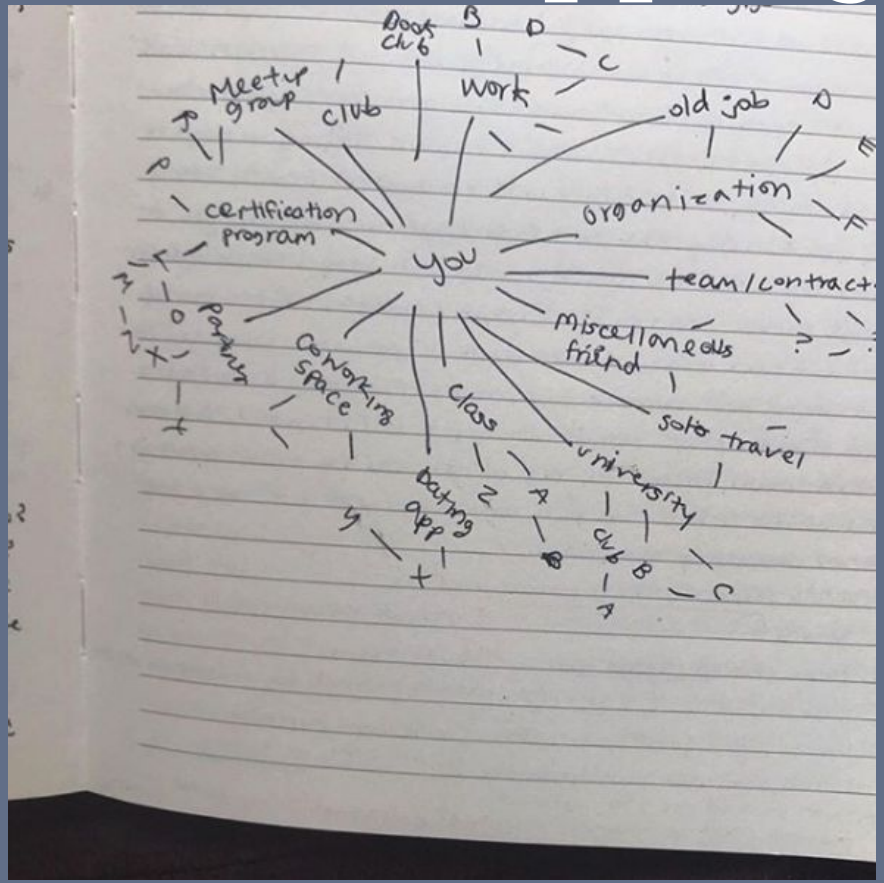
But wait! There’s more...

My supporting cast + *our* wins

Diversity
Skill gaps
Strengths
Personalities
The 4 roles
Stages


Define
The Optimizer
The Planner
friends travelling
2. PROBLEMS / PAINS
Which problems do you solve for your customer?
There could be more than one, explore different sides.
eg. existing solar solutions for private houses are not considered
a good investment (1).
TOO MANY POINTS FOR COMPARISON
TOO MANY TABS
Hard to coordinate

Mind mapping



Who has had an impact in my life in 2020?

- A year from now, what does your Board look like?
- How many people are on it?
- Did you make specific, official asks?
- What value has the Board brought to your life, personally or professionally?
- What value have you brought to theirs?
- What was the #1 fear or doubt you had to overcome to build your Board?
- How did you build it in the most fun, exciting way possible?
- Who would you LOVE to have on your Board one day?

Visualize this

What did you learn?

Break!

The “how”

My tips

- Get hyper-personalized
- Employ **genuine** flattery
- Make direct asks
- Ask for introductions
- Be willing to get rejected 100 times
- Follow up and nurture your Board

BEST TIP: Make it compelling, by thinking of their results. (Do this with your bosses too.)

#1 objection?

Questions?

Recap + takeaways

One commitment

Bonus resources:
piquecoaching.co/linkedin