



ORANGE *leaf* CONSULTING

**FINDING YOUR VOICE:
COMMUNICATING WITH CONFIDENCE AND IMPACT**



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THIS ISN'T A COMMUNICATION PROBLEM

- **It is a permission problem.**
 - **Permission to lead**
 - **Permission to create and hold boundaries**
 - **Permission to go against the norm**



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MEET YOUR BACKUP SINGERS

- **“Don’t rock the boat.”**
- **“Keep the client happy.”**
- **“That’s how we’ve always done it.”**
- **Old rules, borrowed beliefs**



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TRUST IS YOUR CURRENCY

- **Leadership requires courage**
- **Your personal brand is built on confidence**
- **Consistency builds trust-
hesitation erodes it**



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THE COST OF STAYING QUIET

- Reputation damage
- Team burnout
- Lower margins
- Attracting the wrong clients



Silence is expensive in the long run

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TEAM CULTURE CHECK-UP

- Do team members feel comfortable asking questions?
- Do they feel safe raising concerns, or offering new ideas?
- Do you reward honesty?



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MANAGERIAL COURAGE

- **Say what needs to be said, even when it is unpopular**
- **Hold people accountable, even when its uncomfortable**
- **Have the difficult conversations, even if you are nervous**



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LANGUAGE SHIFT: HESITATION TO AUTHORITY


Instead of...	Say...
"I'm not sure but..."	"Here's how I believe we need to approach it..."
"Sorry, just a thought..."	"Based on our standards, we need to take these steps..."

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BOUNDARY SCRIPT #1

“I understand the urgency.”

“My responsibility is to protect this transaction.”

“Here’s what we need to move forward appropriately...”

BOUNDARY SCRIPT #2

“Our process protects everyone involved.”

“This protects your long-term interests.”

Calm. Clear. Unapologetic.

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REMEMBER...NOT ALL REVENUE IS GOOD REVENUE

- **Clients who pressure you to cut corners**
- **Clients who disrespect your team**
- **Clients who undermine expertise**
- **Revenue without respect is expensive**



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YOUR CALL TO ACTION

- **In-power yourself**
- **Ask for what you want**
- **Lead with confidence**
- **Protect your standards**
- **The only permission you need is yours!**



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LET'S KEEP IN TOUCH

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