

# 10 Ways to Cultivate Your Superpower



As the world continues to shift around us, we all have a superpower we can tap into for strength and fortitude for ourselves and to serve those around us. At our June event, women in revenue met to explore their superpowers and help others develop and nurture theirs.

Keep reading to see which workplace superpower resonates with you and glean insights from your fellow women in revenue.

## 1 Leadership

### KEY TAKEAWAY

There are four best practices for great leaders: Be yourself, be transparent, have a positive mindset and attitude, and don't be a control freak.



“A good leader creates a space where productive struggle can happen.”

–Julie Ziegler  
Team Lead, Customer Success  
Tipalti

## 2 Self-Awareness

### KEY TAKEAWAY

Self-awareness is the cornerstone to leadership and professional development. It's a lifelong process, and tools like mindfulness, feedback, vulnerability, open-mindedness, and curiosity can help improve your self-awareness no matter where you are in your journey.

## 3 Executive Presence

### KEY TAKEAWAY

It takes time to cultivate an executive presence — and it goes far beyond the words you speak. Confidence, authenticity, and professionalism all matter as well.



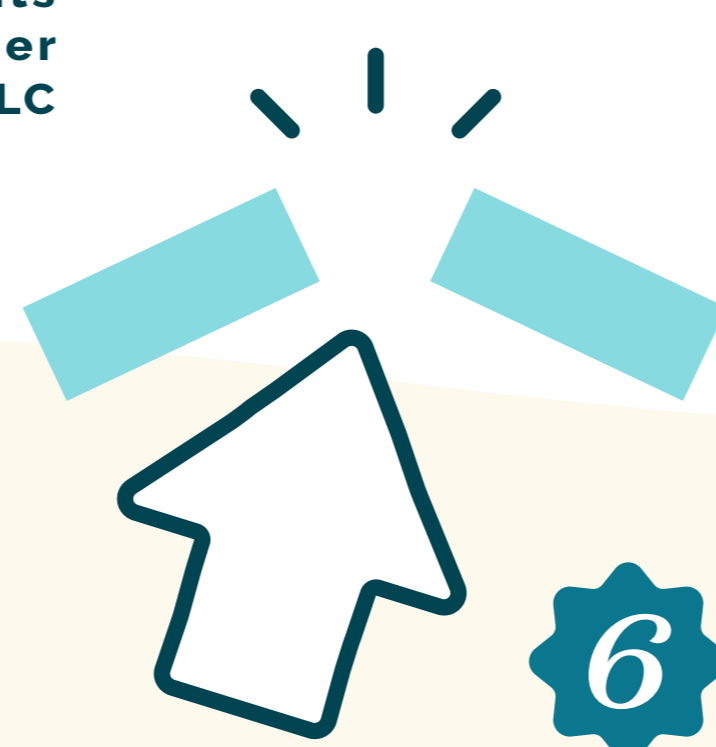
“The greatest gift you can give another person is to listen to them. It lays the foundation for trust.”

–Mollie Suits  
Owner  
Living Room Learning LLC

## 4 Listening

### KEY TAKEAWAY

To show someone you're actively listening, turn your entire body towards them, make them feel that they're important, and show you're engaged and interested.



## 5 Empathy

### KEY TAKEAWAY

Empathy needs to be combined with comfort and truth-telling. Sometimes you must say hard things in order to drive impactful action.

“The biggest pitfall to change is jumping into action too quickly.”

–Melissa Huggett  
Sales Trainer and Coach  
Winning By Design

## 6 Change Management

### KEY TAKEAWAY

Change can contain so many unknowns, and navigating those challenges isn't always linear or progressive. Be prepared to meet people wherever they are in that change journey – it helps facilitate productive conversations and actions.

## 7 Amplifying Others

### KEY TAKEAWAY

Empowered women empower others, causing a ripple effect.

“Meet people where they are, and look at them as a human. Find out their ‘why’ and what it is they want out of this experience. When people feel you care about them, they'll feel heard and want to do better.”

–Diana Allen  
Empowerment Coach - Life, Career + Leadership  
Diana Allen Coaching



## 8 Managing Conflict

### KEY TAKEAWAY

When it comes to managing conflict, remember to maintain a human-first approach. Empathy, honesty, and good listening skills will take you far.

## 9 Negotiation

### KEY TAKEAWAY

Negotiation will be successful when you focus more on what's important to your fellow stakeholders than what you're personally willing to let go of in the process. It's not just a compromise.

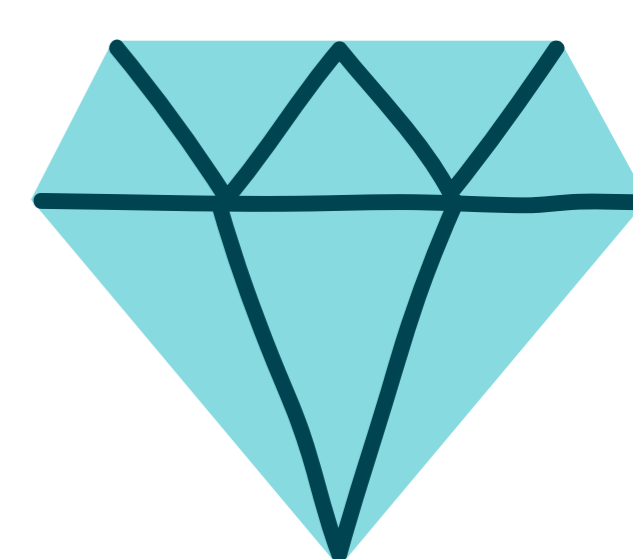
## 10 Grit

### KEY TAKEAWAY

Women are in the performance zone all day long. To bolster our grit, we need to prioritize recovery as much as we prioritize the grind.

“You can't pour from an empty pitcher.”

–Cynthia Barnes  
Founder & CEO  
National Association of  
Women Sales Professionals



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