



*BUILDING ON THE
CONVERSATION:
THE NEXT CHAPTER FOR
EMERGING CREDIT LEADERS*

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AGENDA

- Developing a Leadership Mindset and Strategic Voice
- Expanding Your Professional Network and Visibility
- Overcoming Early-Career Obstacles and Building Confidence
- Influencing Organizational Culture and Decision-Making
- Charting a Sustainable Career Path in Credit Management

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DEVELOPING A LEADERSHIP MINDSET AND STRATEGIC VOICE

- SHIFT FROM OPERATIONAL TO STRATEGIC THINKING
- BUILD A LEADERSHIP MINDSET
- FIND YOUR STRATEGIC VOICE
- BUILD RELATIONSHIPS ACROSS THE ORGANIZATION
- CONTINUOUS LEARNING

3

EXPANDING YOUR PROFESSIONAL NETWORK AND VISIBILITY

- LEVERAGE INDUSTRY ASSOCIATIONS AND EVENTS
- BUILD A STRONG LINKED IN PRESENCE
- SPEAK AND WRITE
- INTERNAL VISIBILITY
- STRATEGIC NETWORKING

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OVERCOMING EARLY CAREER OBSTACLES AND BUILDING CONFIDENCE

- GET COMFORTABLE WITH BEING UNCOMFORTABLE
- ADVOCATE FOR YOURSELF EARLY AND OFTEN
- DON'T WAIT TO LEAD

5

INFLUENCING ORGANIZATIONAL CULTURE AND DECISION-MAKING

- ALIGN CREDIT WITH ORGANIZATIONAL VALUES
- BECOME A TRUSTED ADVISOR
- INFLUENCE THROUGH DATA AND STORY TELLING
- BUILD CROSS FUNCTIONAL RELATIONSHIPS
- MODEL THE CULTURE YOU WANT
- PARTICIPATE IN STRATEGIC CONVERSATIONS

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CHARTING A SUSTAINABLE CAREER PATH IN CREDIT MANAGEMENT

- MASTER THE FUNDAMENTALS
- DEVELOP STRATEGIC SKILLS
- INVEST IN LEADERSHIP DEVELOPMENT
- BUILD YOUR PROFESSIONAL BRAND
- EXPAND YOUR NETWORK
- PLAN FOR CAREER PROGRESSION
- STAY FUTURE-READY

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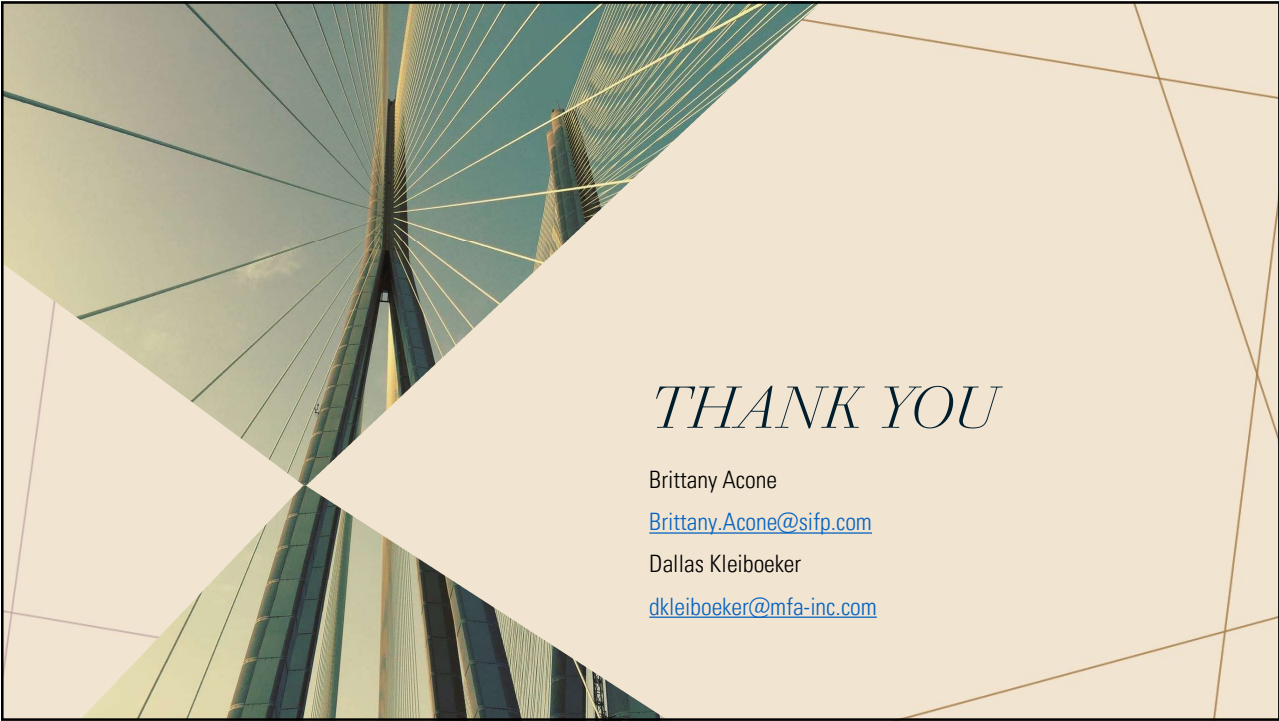
CHALLENGES & SUCCESSES

- CHALLENGES
 - BALANCING WORK AND LIFE
 - BUILDING TRUST AND CREDIBILITY
 - OVERCOMING FEAR OF FAILURE
- SUCCESSES
 - DEVELOPING A STRONG PERSONAL BRAND
 - BUILDING HIGH PERFORMING TEAMS
 - CREATING A POSITIVE IMPACT

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