

CONNECTING AT THE CROSSROADS



INNOVATION. EDUCATION. PARTNERSHIP. GROWTH.

DELIVERING FOR AMERICA® | JUNE 2-5, 2024, INDIANAPOLIS

Grow Through the Power of Connections

Neal Fedderman, CarMax

Mark Fallon, The Berkshire Company

Mail Center Manager Growth Certification

- Period 11 8:00 – 9:00 Grow Through the Power of Connections
- Period 12 9:15 – 10:15 Grow Through Expanding Your Team
- Period 13 10:30 – 11:30 Grow and Add Value to Your Employer
- Period 14 2:30 – 3:30 Grow Through Self-Branding
- Period 15 3:45 – 4:45 Grow Through Self-Actualization

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Overview

- The epidemic of loneliness
- True connections
- Take action
- Keep yourself connected

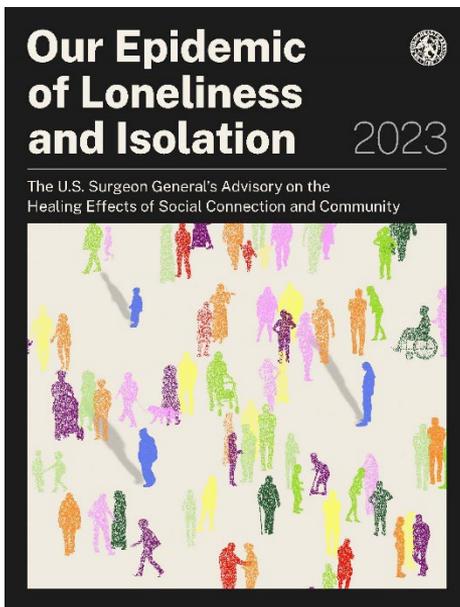


Epidemic of Loneliness

- Recognize the reality of the epidemic
- Connections and associated ideas
- Employee isolation and productivity



Recognizing the Reality of the Epidemic



“Humans need community, for our emotional health. We need connection, a sense of belonging. We are not built to thrive in isolation.” – Ann Napolitano

Connections and Associated Ideas



We are like islands in the sea, separate on the surface
but connected in the deep. – William James

Employee Isolation and Productivity



“Until you make the unconscious conscious, it will direct your life and you will call it fate.” - James Clear

True Connections

- Beyond networking
- The broken promise of online connectivity
- Social media and the real world
- Empathy vs. sympathy



Beyond Networking



“Networking is more about Farming than it is about Hunting. It’s about cultivating relationships” - Ivan Misner

The Broken Promise of Online Connectivity



“This email should have been a meeting.” – M. Fallon

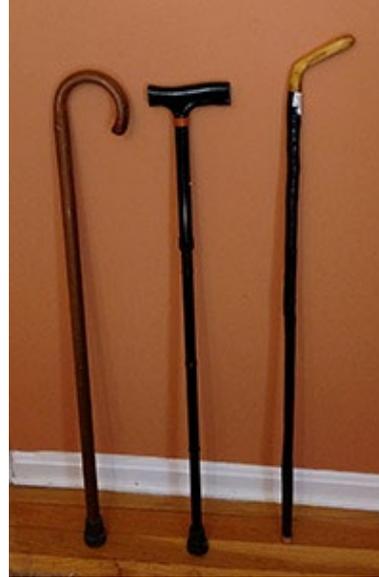
Social Media vs. the Real World



Woburn High School – Class of 1942 – 50th Reunion
(Note: Bill Fallon is on far right)

“People can't be just tied together. They have to connect. Otherwise, they'll find themselves bound hand and foot.” – Ai Yazawa

Empathy vs. Sympathy



“If you talk to a man in the language he understands, that goes to his head. If you talk to him in his language, that goes to his heart.” – Nelson Mandela

Take Action

- Networking tips
- Overcoming adversity
- Responsibility of leaders



Networking Tips



“For most people, networking is learned behavior, like learning to swim. It is a gradual – and often painful, even scary – process of trial and error, small incremental steps, and finally a few breakthroughs.” - Harvey Mackay

Overcoming Adversity



“The biggest obstacle in any relationship is the lack of communication” - Unknown

Responsibility of Leaders



Leaders are no longer expected to just enhance the bottom line; many are now being given the sacred duty of spiritually awakening, emotionally healing, and courageously leading from a platform of inclusion, wholeness, and connection. – Karen Joy Hardwick

Keep Yourself Connected



“To plant a garden is to believe in tomorrow.” - Audrey Hepburn

Questions?

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