

## What's in the Way Is the Way: How to Find Freedom in Failure

### Description:

Sometimes it's not the big things, but the pitter-patter of little defeats that throws us off course, stands in our way, and sends us into a downward spiral of disappointment. During those times it can be difficult to remember that "we are not the problem we have," that this too shall pass, and that there is indeed light at the end of the tunnel. Our life's journey is about becoming who we were meant to be. These experiences are simply the vehicles to get there.

Big thinkers know that there is great value in failure because we learn more from our mistakes than from our successes. Our obstacles are our greatest opportunities to see what we're made of, to give us clarity, and to provide us with direction. Coming face to face with our obstacles and fears can stop us or start us. We choose.

**"It's the rub in life that gives us the polish."**

### Target Audience:

- This presentation is particularly powerful for salespeople, for entry and mid-level employees, and for teams

### Objectives:

- To provide techniques for dealing with inadvertent outcomes
- To illustrate how to find opportunities in the obstacles
- To transform attendees' mistakes and failures into clarity and direction
- To demonstrate how to reinterpret mistakes as signposts of growth
- To increase attendees' level of self-trust
- To reinforce the idea that mistakes are part of the path of success
- To increase creativity and innovation in decision-making
- To build attendees' confidence

### Statement of Benefits:

- Encourage employees at all levels of your organization to quickly generate and execute ideas to improve sales, productivity, and profits
- Develop a risk-tolerant and innovative workforce, one that's willing to do more in the name of organizational excellence and willing to take risks to be outstanding
- Maximize your company's results by encouraging unrestricted thinking while minimizing bureaucracy
- Instill more resilience, stick-to-itiveness, and confidence among employees to increase your organization's competitive edge

### Delivery Options:

- Tele-seminar
- Webinar
- Keynote
- Four-hour (1/2 day) training
- Full-day training
- Retreat (2-3 days)

All presentations are **customized** to the specific needs, challenges, and requirements of your organization. **They can also be tailored to be gender-specific.**



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