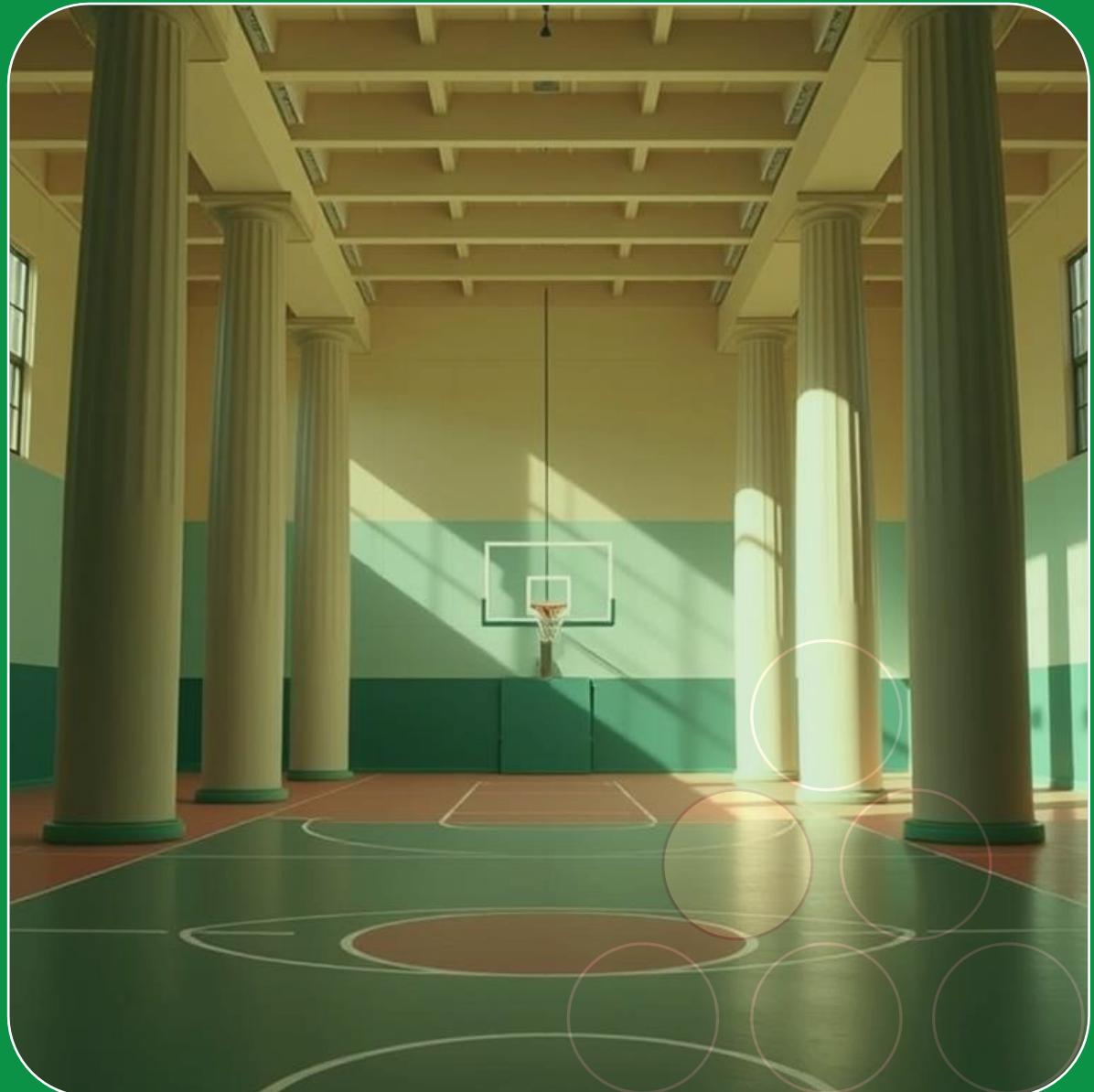


From Court to Capitol:

Communicating Trust
in High-Stakes
Leadership

Dr. Juli Fulks



How I Got Here Today:



3 Pillars:



SHOW UP



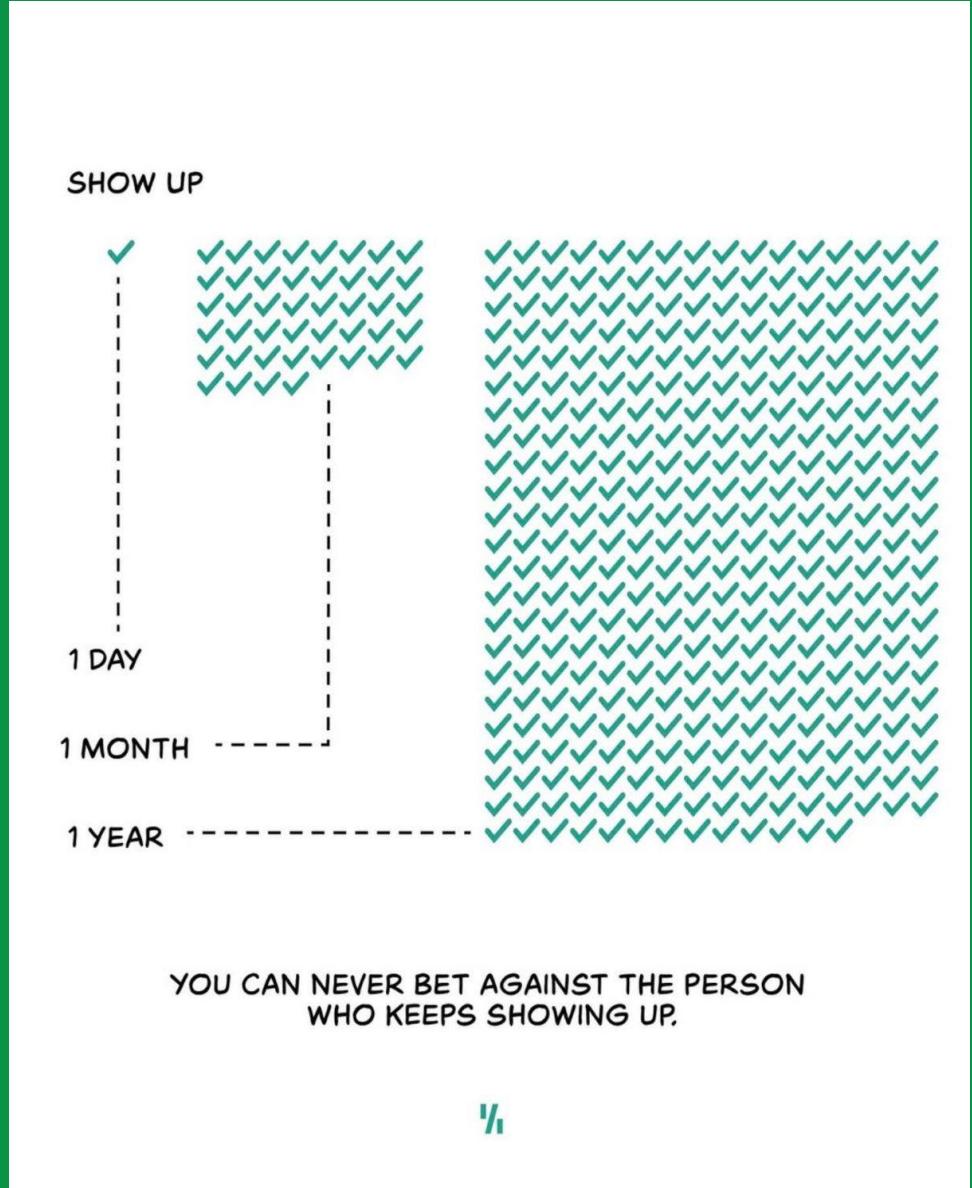
WORK HARD



ADAPT

SHOW UP

- 1) Consistently
- 2) Mindset of Excellence
- 3) W.I.N.



Work Hard

- 1) IT TAKES WHAT IT TAKES
- 2) YOU GET WHAT YOU EARN
- 3) THE STANDARD IS THE STANDARD



Adapt Yourself



- Einstein: “The measure of intelligence is your ability to change”
- Darwin: “It's not the strongest species, nor the most intelligent species that survives. It's the species least resistant to change”

Adapt to Others:

Clint Pulver, Emmy Short Film

A handwritten signature in black ink, appearing to read "Clint Pulver".

Adapt to Others:



1. Be a Mr. Jensen (Clint Pulver, Emmy)



2. $PE = mgh$

3. Try Again Culture

“Adaption is not a reaction, but a continual plan to act.”

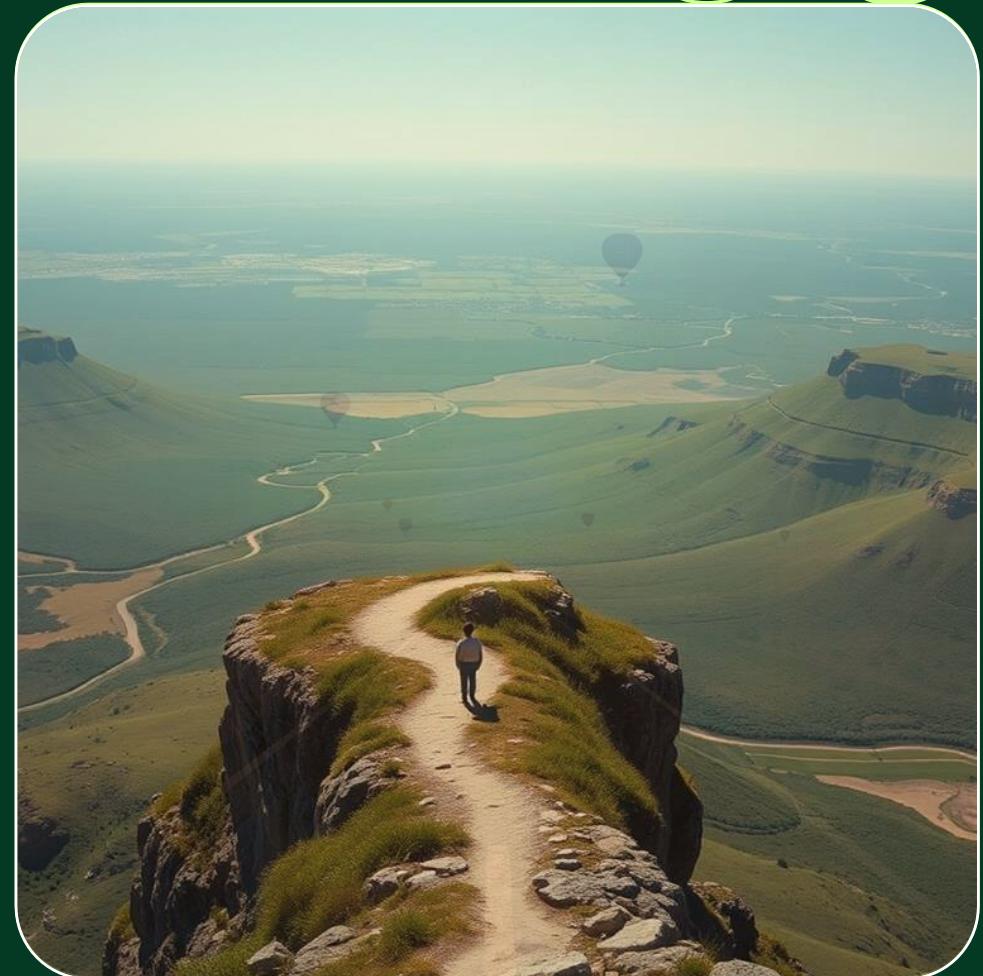
Adapt Your Systems



ADAPT YOUR SYSTEMS

“I owe my success to having listened respectfully to the very best advice, and then going away and doing the exact opposite.”

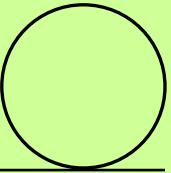
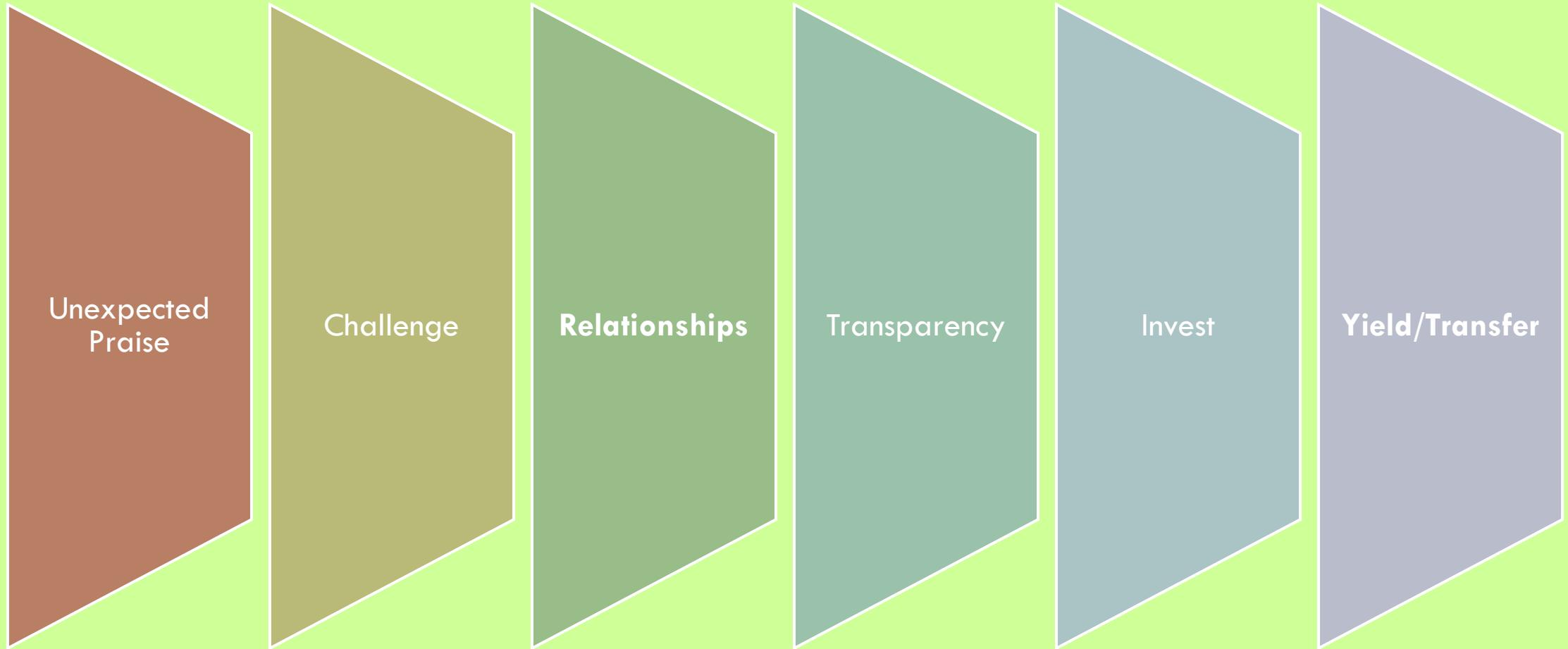
-G.K. Chesterton



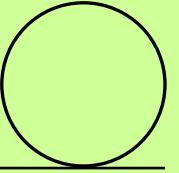
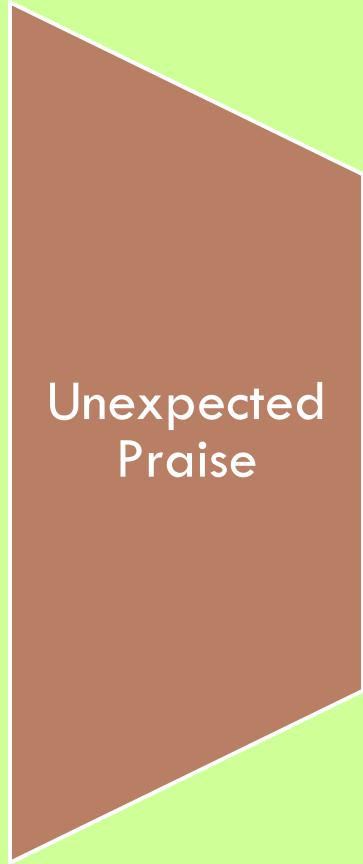
LEADING THROUGH TRUST

Building trust is the foundation of effective leadership. When leaders foster trust, teams are more likely to collaborate, communicate openly, and achieve shared goals. Trust empowers individuals to take initiative and support one another.

Trust and Neuroscience



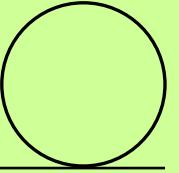
“Praise the behaviors you want repeated”



Micro Bravery Challenge:



“Turn to someone near you. In 60 seconds, share a time you led *without a title*.”

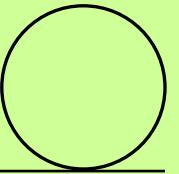


Yield /
Transfer

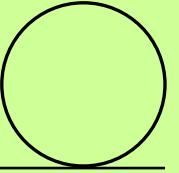
“Train
extensively and
delegate
generously”
Paul Zak



Transparency: What we are doing and WHY?



Need for Speed – Connection Edition



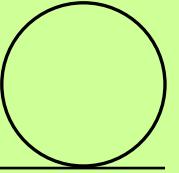
“In 60 seconds, introduce yourself to the person next to you without mentioning your job title.”

Relationships

Talk about where you grew up, what lights you up, or what you do on weekends.

Finish...with an unexpected praise!

Invest In The Whole Person



Invest

1. Professional Growth
2. Personal Growth
3. What is your 3rd thing?

Win The Communication Battle:

1. Eye Contact
2. Use Their Name
3. Positive Touch
4. Ask 3 Questions
5. Unexpected Praise



4 ACES: Attitude. Commitment. Effort. Servitude.



Attitude



Awareness



Aptitude



Accountability

Attitude of Gratitude:



4 ACES: Attitude. Commitment. Effort. Servitude.



Attitude



Awareness

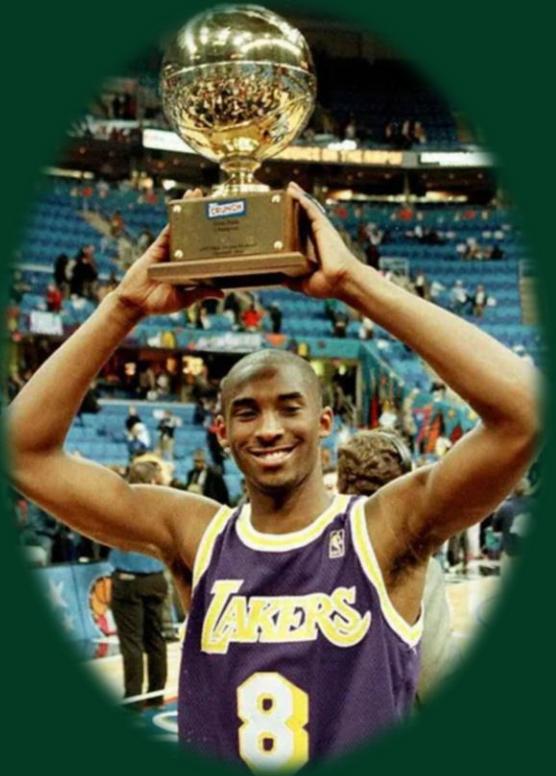


Aptitude



Accountability

4 ACES: Attitude. Commitment. Effort. Servitude.



- More is not better, better is better.
- What's your 4 am?

Awareness

4 ACES: Attitude. Commitment. Effort. Servitude.



Aptitude

4 ACES: Attitude. Commitment. Effort. Servitude.

Accountability is a gift
that is multi-directional



Accountability

4 ACES: Attitude. Commitment. Effort. Servitude.



- Believe In > Buy In
- Sing It Into Existence
- Joy Is A Competitive Advantage

Attitude



“If you care about someone and got a little love in your heart, there ain’t nothing you can’t get through together”

-Ted Lasso

Quote Life:

Inspiration: “A Candle Loses Nothing By Lighting Another Candle”



A rising tide lifts all boats



“Time Is A Product Of Our Priorities”