



WOMEN'S LEADERSHIP SUMMIT

Monday, November 6

2:00 pm

Registration Opens

3:00 - 3:15 pm

Welcome

Erica Meyer, *CEO and Publisher*, October Research, LLC

3:15 - 4:15 pm

A Life in Balance – Adding Intention to Your Journey

Miraval Coach and Counselor Michelle Fraley will guide attendees through an important and clarifying exercise designed to clear out the clutter and help you zero in on your priorities and responsibilities. She will help you define balance and empower you to create a life that fits. This workshop will serve as a foundation with takeaways we will use throughout the conference.

Michelle Fraley, *Life Coach and Counselor*, Michelle Fraley Counseling and Life Coaching, LLC

4:15 - 5:00 pm

Growing Our Journey Together

Successful women aren't born; they are built. Learn how innovative female professionals achieve their goals, harnessing the wisdom they find not only in successes, but also in failures. This interactive session will harness the power of all attendees as we share lessons learned with each other.

Sheri Olsen, *SVP, National Director Banking Services*, First American Trust, FSB
Jenny Martin, *SVP & Chief Business Development Officer, National Division Manager*, Futura Title & Escrow, LLC

5:00 - 5:30 pm

Effective Mentor Relationships

Looking for a mentor or mentee? Get a jump start on creating a mentorship circle and the fundamentals for creating an effective relationship.

Mary Schuster, *Chief Knowledge Officer*, October Research, LLC

5:30 pm

Welcome Reception

Tuesday, November 7

7:45 - 8:30 am

Networking Breakfast

8:30 - 9:00 am

Opening Ceremony

Erica Meyer, *CEO and Publisher*, October Research, LLC

9:00 - 10:00 am

Keynote Address – Beth Pritchard

Turn motivation and inspiration into action as Beth Pritchard shares advice on claiming your seat at the table, building and utilizing your professional network, and developing a company culture.

10:00 - 11:00 am

Cultivating Confidence

Coach Fraley's workshop is designed to help you overcome fears and doubts to become the confident and effective person you can be.

Michelle Fraley, *Life Coach and Counselor*, Michelle Fraley Counseling and Life Coaching, LLC

11:00 - 11:30 am

Networking Break

Sponsored by



11:30 - 12:15 pm
Concurrent

How to Enhance Your Financial Life

A financial expert will address how women tend to under-invest and what habits they can put in place to better their financial situation. Discuss strategies on how to build wealth and prepare for the future.

Sarah Darr, *Senior Vice President, Head of Financial Planning*, U.S. Bank Wealth Management

11:30 - 12:15 pm
Concurrent

Cringe-Free Negotiations

Good leaders are good negotiators. Learn how to negotiate up and down effectively and discover the skills required to check your emotions at the door.

Linda Grahovec, *SVP, National Agency, Director of Communications, Education, Marketing*, FNF Family of Companies

12:15 - 1:30 pm

LUNCH - A Conversation With Women of Note

Sponsored by



Have lunch with a group of talented women as they discuss paths to leadership, obstacles overcome and surprising places to find wins- from the perspective of professionals in different phases of their life.

Jennifer Barnhart, *General Manager Mintek & Sales Director, Sales and Marketing Construction Materials, Carmeuse NA*

Stephanie McEwen Samuels, *Vice President, MongoDB*

Sam Verma, *CEO, PrivoCorp*

Eastan Weber, *Gender Equality Advocate*

Mary Schuster, *Chief Knowledge Officer, October Research, LLC*

1:30 - 4:45 pm

1-on-1 Financial Planning Sessions

Meet with U.S. Bank professionals to get your financial questions answered one-on-one. Registered attendees will receive a link to sign up for a 15-minute session.

Yvonne Bourk, *Vice President, Private Wealth Advisor, U.S. Bank Private Wealth Management*

Jolene Wall, *Private Wealth Advisor, U.S. Bank Private Wealth Management*

Dennielle Casaletto, *Vice President, Wealth Planner, U.S. Bank Private Wealth Management*

1:45 - 2:45 pm
Concurrent

Stress Management For Busy People

Take control of stress and get out of fight or flight. Coach Fraley show us how to use micro-mindfulness and macro joys to unlock the secrets of happy, productive people.

Michelle Fraley, *Life Coach and Counselor, Michelle Fraley Counseling and Life Coaching, LLC*

1:45 - 2:45 pm
Concurrent

Developing a Leadership & Entrepreneurial Mindset

Don't get caught in the trap of being so busy you don't allow time for strategic thinking. What's the difference between Rock Star Key Producers and Big Picture Leaders – and which are you? Let's develop a five- and 10-year vision for your life.

Mary Anne Harris, *Founder and President, Real Estate Closing Path, Positively Balanced, LLC, Positively Closed, LLC*

2:45 - 3:15 pm

Networking Break

Sponsored by



3:15 - 4:00 pm
Concurrent

Cultivating Your Network for Success

Build out your network with intention, based on key roles and personality types who can serve specific functions. Building your cabinet shouldn't be just about friends. You'll learn how to find your "yes" person, your "no" person, your "I never thought of it that way" person and other types of peers who will contribute to your success.

Sabrina Bier, *Director of Digital Media and Education*, Proper Title, LLC

Leslie Wyatt, *Director of Regulatory Compliance*, SoftPro

3:15 - 4:00 pm
Concurrent

Growing Your Opportunities

All opportunities aren't created equally. Some "opportunities" aren't actually opportunities at all. Learn how to identify, sort, select and maximize options that come your way, so you can focus your time on what matters most.

Carole Bullion-Mincy, *Business Development Specialist*, Liberty Title Agency

4:00 - 4:45 pm

Empower Yourself to Achieve Your Goals

This final exercise will help you identify your unique strengths and weaknesses. Combine everything you've learned, so you can leave with the tools for achieving your journey, with intention.

Lindsay Smith, *Chief Strategy Officer*, Title Alliance

4:45 - 5:00 pm

Implementing Your Takeaways

Erica Meyer, *CEO and Publisher*, October Research, LLC

5:15 pm

Networking Reception

*All times Eastern Time. Times and events are subject to change.