

## Molly Fletcher

Pioneering Female Sports Agent and CEO

**Unleash your Potential:** Potential is one of the most dangerous words in the dictionary. If you achieve it, you're capable of greatness. But missing it means you stay stagnant and frustrated. Embracing your potential requires a mindset shift. You have to reimagine how you lead, how you show up for the people you serve, and how you lean into change. The good news is these are all things you *can* control. Using lessons from her career as a top sports agent, Molly Fletcher gives you a proven 5-step process for unleashing your potential and achieving peak performance.

- **BELIEF:** Get out of your comfort zone; embrace change as an opportunity to evolve; lead through change
- **DISCOVERY:** Use curiosity and creativity to connect; discover your own gaps internally (self-awareness)
- **CLARITY:** Be intentional about investing your energy in the right relationships and priorities; be relational not transactional
- **DISCIPLINE:** Control the controllables; be present; recover from adversity and setbacks faster
- **EXECUTION:** Find the opportunity inside of the challenge; execute against your game plan and create your greatest impact

**The Energy Clock:** For two decades as a sports agent, Molly Fletcher had a front seat to watch what makes a world-class coach and athlete. Those who led the pack protected their energy and invested it for the best results. Managing your energy is essential to performance. Yet too many people fail to realize what they give their energy to. As a result, they burn out and feel exhausted with no energy for what matters most. You can't create more hours in the day, but you can learn how to accomplish more meaningful work with more energy.

Learn how to:

- Give more of yourself to what's most important and waste less time on everything else
- Conduct an energy audit for yourself and your team to realign your energy and your priorities
- Own your schedule to live and lead an energized life

**Fearless at Work:** We are fascinated by the pros who perform at the highest level on the biggest stages. What sets them apart? Fearlessness. But fearlessness is a muscle you have to develop. With stories from her experiences working with the world's greatest athletes, Molly shows you what it takes to overcome fear and perform at the highest level. Fearlessness is about maximizing the little moments in our lives every day so that we can create BIG outcomes.

- **PURPOSE:** Trade self-defeating attitudes and self-imposed hurdles for a new outlook rooted in a sense of mission and purpose
- **CURIOSITY:** Use curiosity to ask— what's possible?
- **OWNERSHIP:** Defeat toxic thinking, push beyond your comfort zone, and embrace new challenges
- **RESILIENCE:** Shrug off the fear of failure while gaining the confidence that comes from achieving meaningful change
- **BOLDNESS:** Turn little moments into big outcomes

**The 5 Negotiation Mistakes Everyone Makes:** Most people don't realize how much they leave on the table for themselves, their team, and their company in negotiations. Why? Because they never learned negotiation skills that work. After negotiating countless multi-million dollar deals as a sports agent in a highly competitive environment, Molly created a framework anyone can use to develop their skills and get better results.

Learn how to:

- Avoid common and costly negotiating pitfalls
- Negotiate with all types of people and in any situation
- Overcome fear of negotiating and ask with confidence