

## Molly Fletcher

Pioneering Female Sports Agent and CEO

**Secrets of a Champion Mindset.** How often do we equate success with talent? All the time. But success isn't created by talent alone. Just like we might see immense talent squandered, we also see underdogs unexpectedly overachieve. As a top sports agent, Molly saw firsthand that talent might get you there, but it's drive that keeps you there. The best athletes in the world can't be complacent or someone will take their spot. But the real magic happens when they stop focusing on the competition against others and start competing against themselves. In that simple mindset shift, the drive to achieve is replaced by something more sustainable—the drive to get better. This keynote inspired by Molly's viral TED Talk will motivate you to love the process, embrace the journey, and find joy in the everyday discipline.

**Leading the Way: Inspiring Go-Getters and Game Changers.** In order to lead, you have to inspire people to want to follow. A true leader knows that leadership extends beyond self. From the arenas of professional sports to the boardrooms of major companies, Molly Fletcher shares what drives top leaders and how they inspire collective success. Learn how the best leaders:

- Lead with curiosity and embrace change
- Connect vs. communicate and create a culture of feedback
- Inspire ownership and a culture of success

**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

**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