



Five keys to

# LIVING YOUR FULLEST POTENTIAL

MARGARET WENIGER | RISING TIDE





Margaret Weniger

Founder  
Rising Tide

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@risingtidepodcast

5 Keys to Living Your Fullest Potential

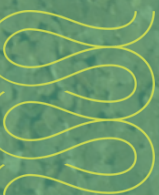






YOUR OBJECTIVE

Walk away with at  
least 1-2 action items







potential

Someone's ability to develop,  
achieve, or succeed

Cambridge Dictionary





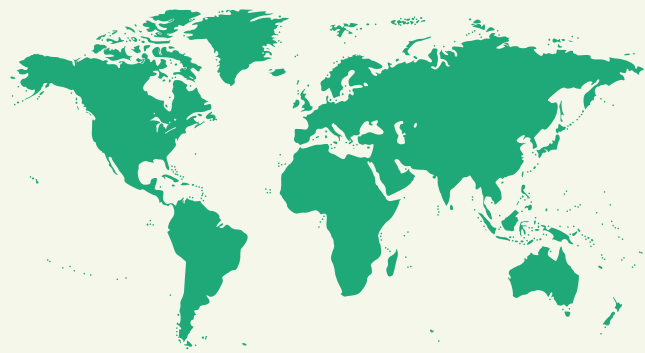


Fullest potential  
is a state of **action**  
not a state of being

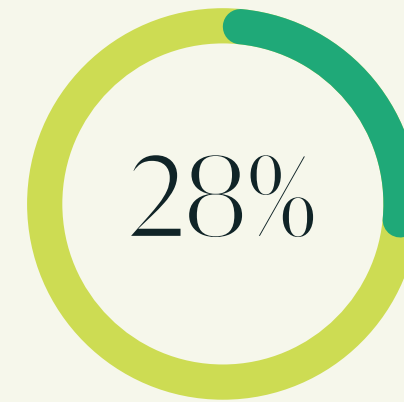




# WHO WAS INTERVIEWED



WOMEN FROM  
7 COUNTRIES



WOMEN OF COLOR

43

AVERAGE AGE

74

INTERVIEWS







# WHAT I DISCOVERED

There were 5 recurring behaviors fueling their success

01

STRONG CAREER CREW

02

PROFICIENT NETWORKERS

03

UNDERSTOOD WHAT MATTERED

04

LISTENED TO THEIR  
INTUITION

05

CREATED DIRECTIONAL  
CAREER GOALS







BEHAVIOR #1

# CAREER CREW







# KEY CREW MEMBERS

## MENTOR(S)

- An experienced and trusted advisor
- Multiple at any given time
- These relationships fluctuate from active to inactive

## SPONSOR

- Champion for you when you are not in the room
- Senior Leader at your organization
- Be clear what you want

## COACH

- Paid professional to help you achieve mutually agreed upon goals
- Leverage during times of transition or growth



# BURUNDA PRINCE

## The value of having a sponsor

- Burunda often found herself as the only or the first.
  - Only black female engineer at MIT
  - First black female engineer in P&G Beauty and Care division
  - First black female at Bain & Co.
- She strategically built relationships with leaders and articulated her career ambition to make it easy for them to help her







## Action Item #1

### Evaluate your career crew

- Do you have a sponsor?
- Do you have a mentor for an area you are developing right now?
- Explore your coaching options





BEHAVIOR #2

# NETWORKERS





# NETWORKING

## What it is

- Relationships
- Talking w/ others who share a common interest
- Reciprocal
- Resource

## What it's not

- Superficial
- Measured by quantity
- One Way





# SABINA PONS

Intentionally building a network

- As a CX leader at a high growth startup Sabina regularly sought expertise from other SaaS and CX leaders
- When she was ready to make a career change she shared this with her long time mentor.





## Action Item #2

### Make a new connection

- After this event, reach out and connect on LinkedIn to individuals you felt the strongest connection
- Schedule time to continue the conversation you started here





BEHAVIOR #3

# KNOW WHAT MATTERS







# WHAT MATTERS

These are key especially when facing difficult or major decisions

## Individual Values

- Typically 5-7
- Beliefs can change but values are your rock
- Usually tied to things that trigger us. This is a helpful starting point

## Dimensions of Life

1. Spiritual
2. Personal
3. Relational
4. Community
5. Financial
6. Professional



# DR. JEN RITTENHOUSE

Using values to make a major life change

- Jen was newly laid off and took the time to reflect on her life and what next looked like
- She was presented with what appeared to be an incredible opportunity on paper that would take her career to even higher heights







## Action Item #3

### *Solidify your values*

- Pay attention to what brings you joy or triggers you
- Find a list of values and circle the ones that speak to you
- Group the values on similarity
- Narrow list down to 5-7





## Action Item #3a

### Are you aligned?

- For each dimension rate it by importance +, -, or neutral
- Mark them low, medium, high by how much time you spend on them
- Where is the biggest gap?





BEHAVIOR #4

# LISTEN TO YOUR INTUITION







# intuition

Ability to understand something immediately, without the need for conscious reasoning

Dictionary.com





# INTUITION IS...

- Easy to rationalize away
- Subtle and easy to miss
- Stronger as you gain more life experiences
- Your authenticity guide



# REGINA WALLACE-JONES

## Trusting yourself

- Regina went all in on her career and worked in a high stakes environment to accelerate her career trajectory
- She was also trying for 8 years to conceive despite doctor's saying everything looked fine







## Action Item #4

Next time it speaks...listen

- Next time you have an intuitive thought, play it out before you dismiss or rationalize.





BEHAVIOR #5

# CREATE DIRECTIONAL CAREER GOALS

# HOW TO CREATE DIRECTIONAL GOALS

01

What do you want?

02

Identify the best next step

03

As you learn new information,  
refine your objective





# EILEEN LEE

Founder of The Lola

STEP 1: I want to start a company with a co-founder that I have a strong conviction about

STEP 2: Consulted mentor for advice

STEP 3: Through conversations she learned what she did and did not want and was able to more clearly articulate it





## Action Item #5

- Ask yourself "What do I want?" and write down your answer.
- Start with the dimension that is currently your priority





RECAP







# LIVING YOUR FULLEST POTENTIAL

## BEHAVIOR

STRONG CAREER CREW

NETWORKING

KNOW WHAT MATTERS

LISTEN TO YOUR INTUITION

CREATE DIRECTIONAL GOALS

## ACTION ITEM

EVALUATE YOUR CREW

MAKE A NEW CONNECTION

SOLIDIFY YOUR VALUES +  
ARE YOU ALIGNED?

NEXT TIME IT SPEAKS...LISTEN

WANT, GATHER, REFINE



# LET'S CONNECT



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margaretweniger



Rising Tide



thisisrisingtide.com



margaretweniger@gmail.com  
welcometorisingtide@gmail.com





THANK YOU

