

# Unmasking our blind spots

REVEALING THE TRUE SELF AND OVERCOMING WORKPLACE BARRIERS

Dana L. Cox April 25th, 2023



## Welcome to today's webinar!

#### Who is Dana?

I help ambitious women **achieve fulfillment** without sacrificing their health, family, or authenticity.

- Wife (30+ years), Mother of 6 adults, and Grandmother of 3 and counting
- Transformative Executive and Coach
  - Global Executive
    - Drove \$396.8M in net revenue
    - Responsible for a 105.4% increase in conversions
    - Led first-time deployments of new products, generating a 366.7% boost in introducing new products and strategic enhancements to existing product lines
    - Recipient of the Mastercard Market Mover and Exceptional Sales Award
  - CEO & Co-Founder of Cox Travel Adventures
  - CEO of FIX Coaching
- Author of THE F.I.X. (Focused & Intentional eXecution)
  7 Steps to Climbing the Corporate Ladder Without Sacrificing
  Your Health or Neglecting Your Family

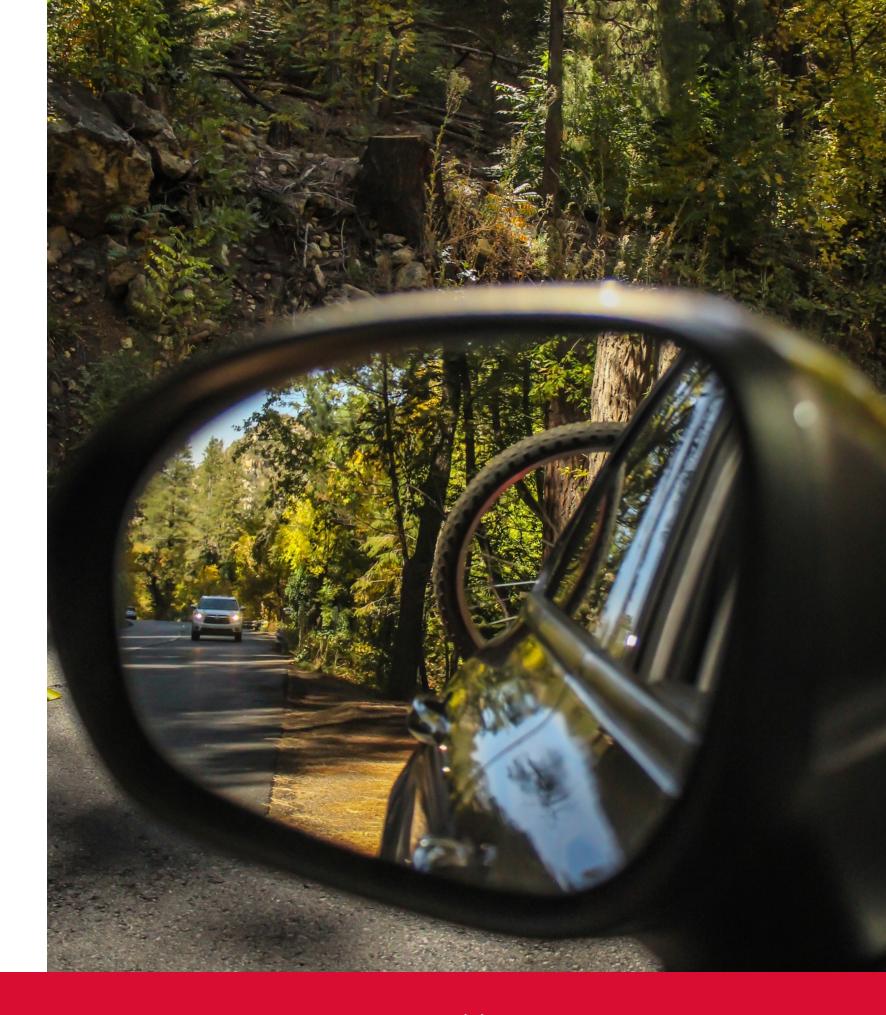


## **Blind Spots**

What are they?

How do they impact you?

Why do we need to address them?







#### "Reflect to Connect"

Embrace Self-Reflection: Get Comfortable in Discomfort

Seek Feedback: Face the Fact, You're Not Perfect

Reflect Daily: Be Honest with Yourself

#### Fleas in a Jar...

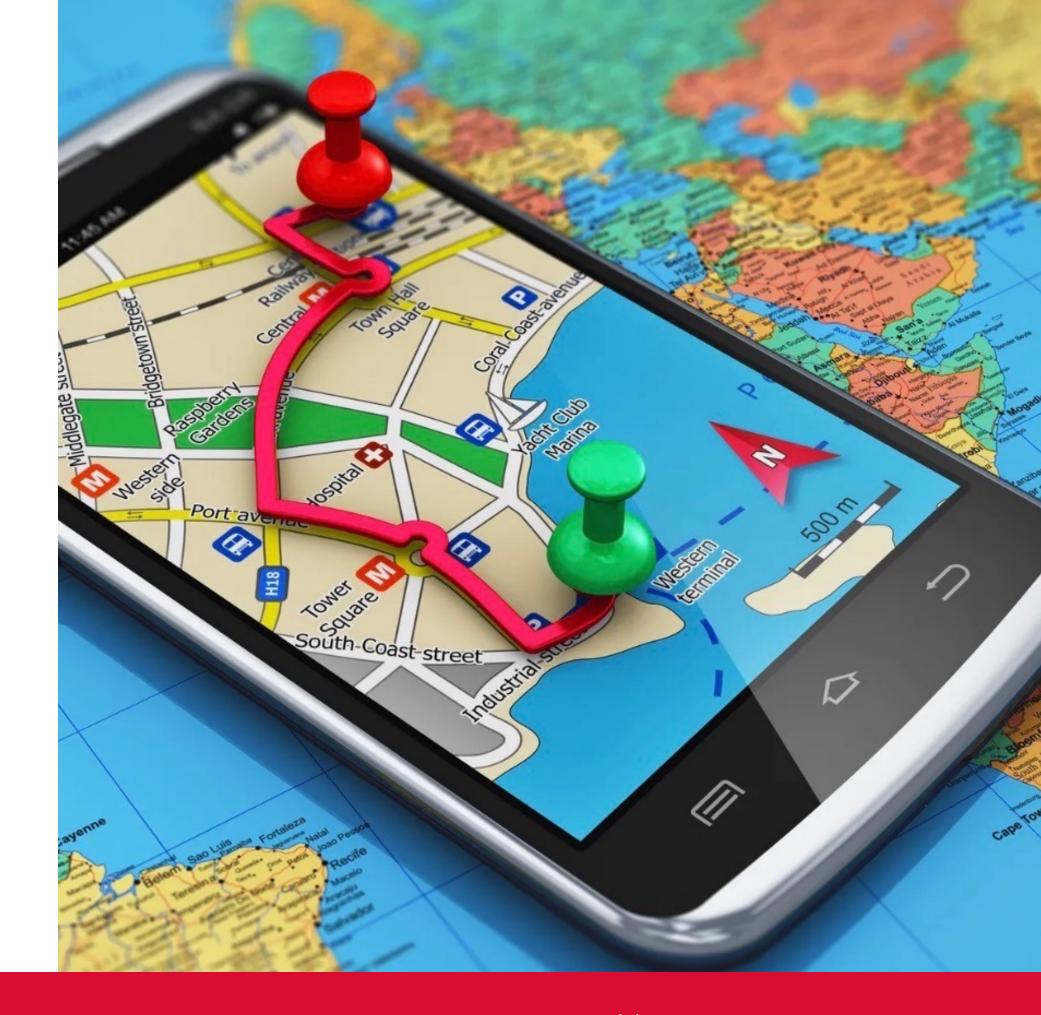






#### "Feedback Fuel"

- Seek feedback for personal & professional growth and development.
- Step out of your comfort zones and intentionally seek feedback from diverse sources.
- Use feedback to uncover and address blind spots and workplace barriers.





### "Vulnerability Victory"

- Power of Vulnerability: Builds trust, uncovers blind spots, and fosters growth.
- Overcoming Fear: Acknowledge fears and start small to embrace vulnerability.
- Cultivate Vulnerability: Create a safe space for openness and honesty by setting an example and responding empathetically.

## Wrap Up



- Courage and Vulnerability: Face fears and embrace feedback for growth.
- Rewards: Increased self-awareness, stronger relationships, and personal and professional development.
- Continuous Effort: Reflect, seek feedback, and practice vulnerability to become the best version of ourselves.

Thank you!



