



Blazing A New Trail

Women's Leadership Forum

April 11-12, 2022

The Palmer House Hilton
Chicago, IL

Presented by the ELFA Women's Council



EQUIPMENT LEASING AND FINANCE ASSOCIATION
Equipping Business for Success

Women's Leadership Forum

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April 11-12, 2022 • The Palmer House Hilton • Chicago, IL

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SCHEDULE OF EVENTS

All events will take place at The Palmer House Hilton in Chicago

Monday, April 11

10:30-11:30AM

GENERAL REGISTRATION

11:30AM-12:45PM

WELCOME NETWORKING LUNCH

PRESENTER:

Jennifer Fanz, Chair, ELFA Women's Council and Senior Manager, Finance Organization Development, Intuitive Surgical Inc.

12:45-1PM

BREAK

1-2PM

KEYNOTE:

MANAGING UP—WORKING SUCCESSFULLY WITH ANY TYPE OF BOSS

Whether we like it or not, our bosses have enormous influence over our ability to succeed, thrive, and advance in our organizations, in our careers and in our own leadership journey. Establishing strong, productive working relationships with those above us is the single most effective way to accelerate success in any organization. Whether you are reporting to a supervisor, middle manager, VP, top executive, or a board of directors, managing up is a skill that we all need. This lively and interactive session will provide proven strategies and techniques to increase cooperation and collaboration between those who have different power levels, perspectives and personalities. Learning to effectively manage up is good for you, good for your boss and good for your organization. This session will help you:

- Gain awareness around preferred work styles and behaviors—of yourself and others
- Recognize different leadership styles and explore adaptive strategies for communicating and collaborating with each style
- Understand and manage personality differences that impact manager/staff relationships
- Understand your own and your supervisor's "hot buttons"
- Navigate "difficult" boss types
- Manage virtual relationships with managers and colleagues
- Take ownership for your own professional success

PRESENTER:

Mary Abbajay, President, Careerstone Group and Author of *Managing Up*

2-2:15PM

BREAK

2:15-3:15PM

EXECUTIVE LEADERS PANEL: BLAZING A NEW TRAIL

Hear directly from equipment finance industry leaders and discover insights that you can apply to your own career. This moderated panel discussion will include a diverse group of executives who will share their personal stories about their roads to success. What inspired them to make a change and blaze a new trail? What mistakes have they made and lessons have they learned? What are they looking for in the next generation? Audience members will be encouraged to ask questions!

MODERATOR:

Jennifer Fanz, Chair, ELFA Women's Council and Senior Manager, Finance Organization Development, Intuitive Surgical Inc.

PANELISTS:

Melissa Donaldson, SVP, Chief Diversity Officer, Wintrust Financial Corp.

Zack Marsh, CFO, Orion First Financial, LLC

Nancy Pistorio, Chair, Equipment Leasing & Finance Foundation and President, Madison Capital LLC

Eileen Schoonmaker, President and General Manager, Operations, DLL

3:15-3:30PM

BREAK

3:30-4:30PM

IGNITING RELATIONSHIPS

In this fun, interactive session, you'll discover real, impactful ways to build your networking skills. Get up and moving and get to know your fellow attendees. Practice your new skills at the evening cocktail reception following this session.

FACILITATOR:

Rhonda Miele, Global Program Manager, Commercial Academy, DLL

4:30-5PM

BREAK

5-6:30PM

COCKTAIL RECEPTION

7:00PM

DINE AROUND

Have dinner on your own or join a community table dinner group. We'll connect you with a group and an opportunity to meet new people and build relationships. To join a dinner group, please select "Dine Around" when you register for the Forum.

Tuesday, April 12

6:15-7:15AM

OPTIONAL FUN WALK

(pre-registration required; limited to 25 attendees)

Bundle up and “blaze a trail” as you take in some local Chicago sights on an invigorating morning walk. We will depart from the hotel lobby at 6:15am and return by 7:15am.

7:30-8:15AM

OPTIONAL WORKING BREAKFAST: PROFESSIONAL MINDFULNESS

How do you keep in the moment when there are so many things you need handle? How do you stay in balance throughout the day? Join Christy Riegert, equipment finance veteran and certified yoga and meditation coach, to learn short and easy techniques to keep your mind and body calm and healthy in your work and home life.

PRESENTER:

Christy Riegert, Executive Business Consultant, Riegert Coaching

8:15-8:30AM

BREAK

8:30-9:30AM

KEYNOTE: IMPERFECT, IMPACTFUL LEADERSHIP™

It’s no secret that women continue to be underrepresented in leadership roles. While there are numerous outside forces that play a part in limiting leadership growth, one obstacle to success for many high-achieving women is perfectionism. Girls are socialized to be polite, play it safe and get all A’s while boys are taught to get dirty, take risks and be brave.

In this session, we will explore the double-edged sword of perfection along with strategies for leaving it behind. How can pursuing perfection undermine your professional growth and leadership potential? How can you let go of perfectionism and increase your tolerance for “failure” so you can take risks, build resilience and create impact for yourself, your organization and your community?

PRESENTER:

Elise R. Holtzman, JD, PCC, President, The Lawyer’s Edge

9:30-10AM

BREAK

10-11AM

BREAKOUT SESSIONS (CHOOSE ONE):

BREAKOUT #1:

EXAMINING IMPOSTER SYNDROME (FOR EMERGING TALENT)

Continuous self-doubt and second-guessing oneself can stifle success. Hesitance to speak up in meetings, take on new professional roles, fully communicate achievements, or advocate for oneself are just a few

examples. In this session, we will consider the following questions: What is Impostor Syndrome, how prevalent is it, what are the indicators, how does it show up and how do you manage it? Through identifying Impostor Syndrome and determining strategies to manage it, when present, women can unapologetically stand as effective, empathetic and transformative leaders.

PRESENTER:

Neonu Jewell, JD, MBA, MDiv., Ph.D. Student
CEO and Founder, Christmas Jewell Consulting

BREAKOUT #2:

WHAT GOT YOU HERE WON'T GET YOU THERE—HOW TO LAND AND SUCCEED IN YOUR NEXT ROLE (FOR SEASONED TALENT)

The skills and talents that make you a high achiever today may not serve you well tomorrow. Why? Because the role you want in the future is qualitatively different from the role you have now. Successfully moving into a more senior role requires proactively cultivating foundational skills, behaviors, attitudes and beliefs that may be radically different from those you currently maintain. That may sound logical, but it is often easier said than done because of intense pressure to keep doing what is working for you right now.

In this hands-on workshop, we will examine the skills, behaviors, attitudes and beliefs you must shift in order to progress, how to resist the natural pressure to maintain the status quo, and how to overcome inertia and create your path forward.

PRESENTER:

Elise R. Holtzman, JD, PCC, President, The Lawyer's Edge

11:05–11:30AM

CLOSING SESSION: RECAP AND WRAP-UP

PRESENTER:

Jennifer Fanz, Chair, ELFA Women's Council and Senior Manager, Finance Organization Development, Intuitive Surgical Inc.