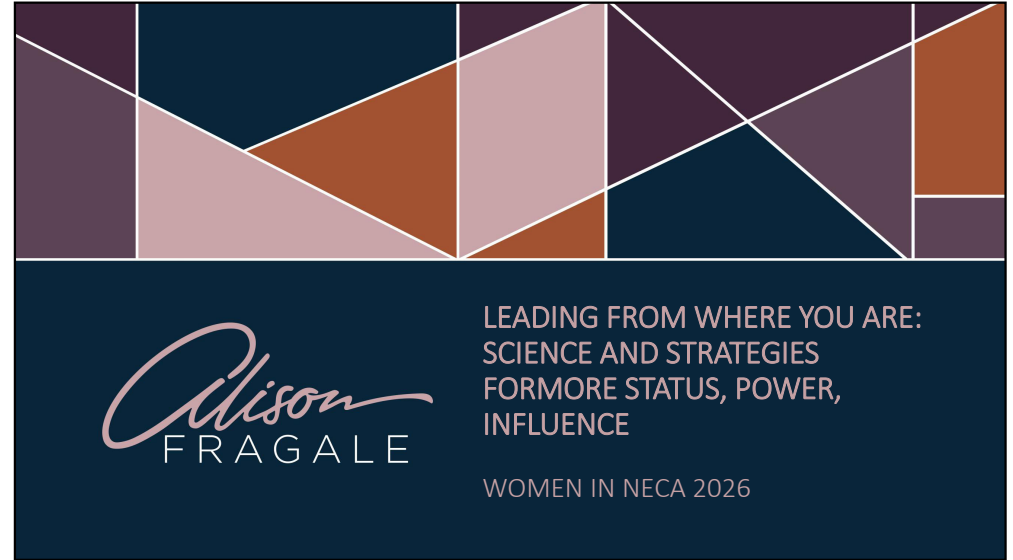




## LEADING FROM WHERE YOU ARE: SCIENCE AND STRATEGIES FOR MORE STATUS, POWER, INFLUENCE

Alison Fragale



*Alison*  
FRAGALE

LEADING FROM WHERE YOU ARE:  
SCIENCE AND STRATEGIES  
FOR MORE STATUS, POWER,  
INFLUENCE

WOMEN IN NECA 2026



Lauren Howard • 1st

Artfully Oversharing Because Isolation Lies | CEO of LBee Health...

6mo • 🌐

Women really only want three things:

1. Equal pay **(POWER)**
2. Respect **(STATUS)**
3. Pockets

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## POWER VS. STATUS



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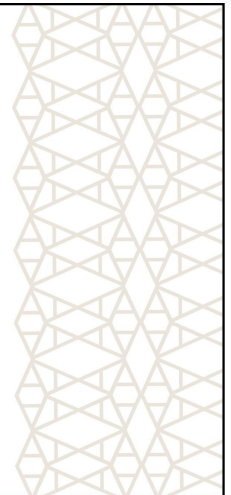


# BECOME A STATUS-SEEKER

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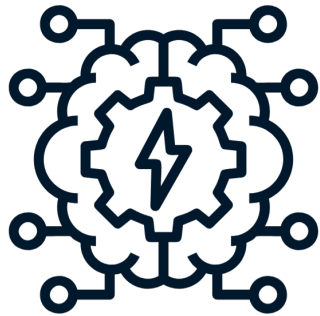
- 1. STATUS**
- 2. POWER**

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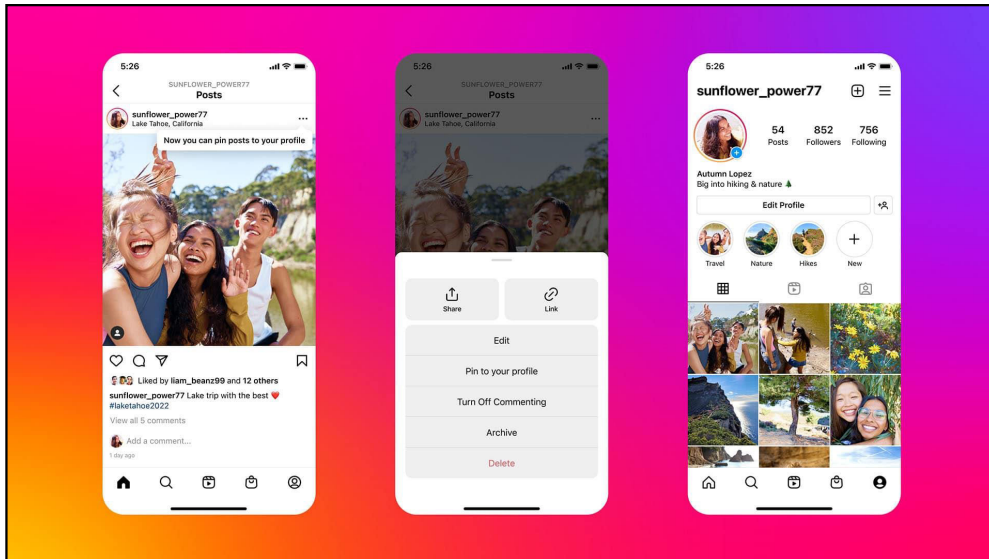
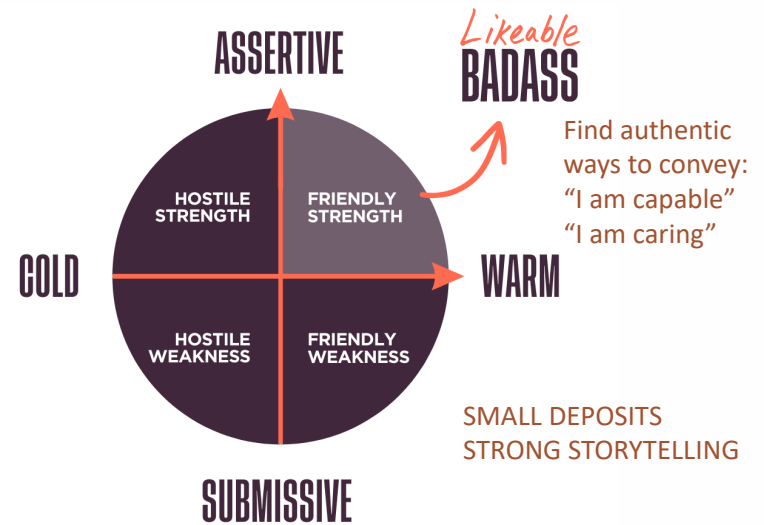
# START WITH THE END



## START WITH THE END

- **Three years from now:**
  - What role are you in?
  - What is your #1 contribution?
  - What is your #1 characteristic?
  
- List the most important people to help you achieve these goals, even if you don't yet know them.

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*“Do I hold it as an ambition? Absolutely...I have a responsibility to say “yes” for every young woman, every person of color...who sees me and decides what they’re capable of based on what I think I am capable of.”*



## DUAL PROMOTION



Subject: *Live on Stage! I’m Keynoting Today!*

*Aloha & thanks for your email!*

*If you’re getting this email, it means that I am currently **rocking a keynote on stage today** with the XXX Team! Streaming socially-distant style and **delivering fun engagement, beautiful visuals, and an impressive virtual experience** for clients, I love partnering with S, M and their team—check them out at [url].*

*Since I’m **100% focused on serving my clients** and attendees today (**like I will be focused on you soon**)—my replies will be slightly delayed.*

*If this is a time-sensitive matter (or **you want to text me a cute picture of your dog!**), please text me at xxx-xxx-xxxx—if not, I look forward to replying to your email within 36 hours! Cheers + Warm Wishes, Rachel*



## DISCUSSION



3-person groups  
12 minutes  
4 minutes/person

### SHOWING YOUR VALUE

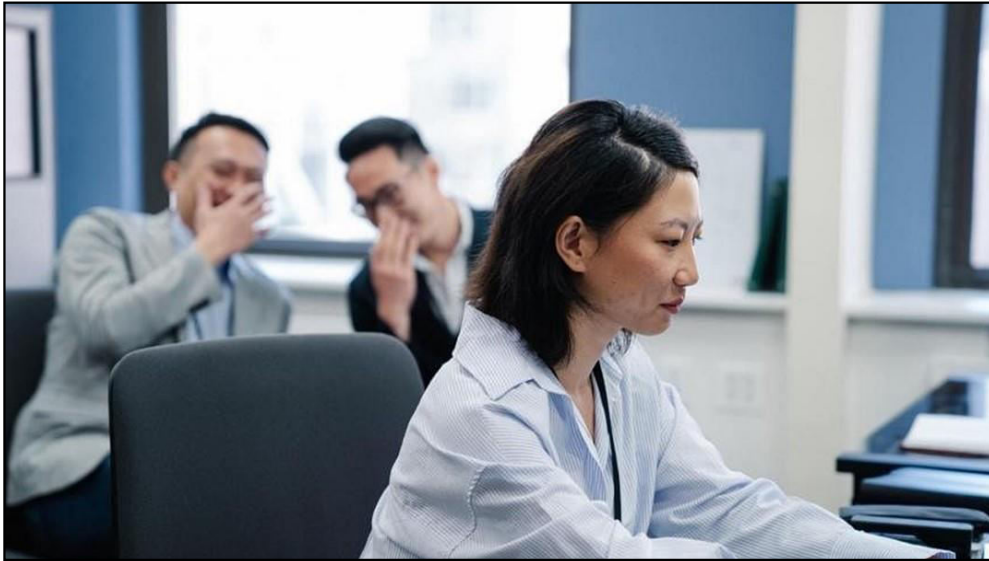
#### Small deposits

- What are your skills, talents, interests?
- Identify **two** opportunities for small deposits this week.

#### Storytelling

- Identify **two** things you can do this week to tell a stronger story about yourself.






**AHHHHH!!!! THANK YOU for including our podcast!!**

**What a huge honor...** especially since I know after doing 48 of them it's probably hard to remember them all and distinguish one from the other. 😊

Congratulations on what seems like an epically cool and successful book launch and year (I hope the experience was as amazing as it looked from the outside)! **If I can continue to support in any way, please let me know.**



## DISCUSSION



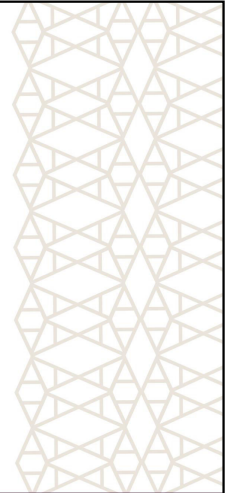
3-person groups  
12 minutes  
4 minutes/person

- FINDING YOUR OTHER-PROMOTERS**
- Identify 1-2 specific, immediate actions to:
    - Meet more people
    - Use your unique talents to help others
    - Get people to talk you up
  - Prioritize the people who will help you **achieve your 3-year goals.**

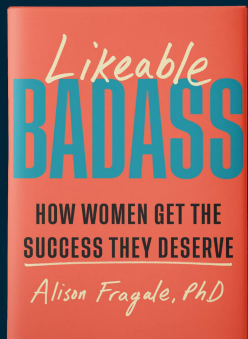
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## 10-10-10 CHALLENGE

- Meet 10 new people
- Make 10 small deposits
- Talk up 10 people to others  
Ask 10 people to talk you up



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## STAY IN TOUCH



*"The ultimate guide for women to reach their goals."*

– Adam Grant, #1 *New York Times* bestselling author of *Think Again* and *Hidden Potential*

[ALISONFRAGALE.COM](http://ALISONFRAGALE.COM)