



Hi there, all you Gutsy Leaders! This is Marisa Santoro from In Our Shoes. And I am SO excited, we're going to be starting up our next cohort here at Gutsy Leadership Academy. If you have not yet, please complete your confidential student questionnaire, which does go deep, I won't lie. So if you're filling it out in five minutes, you probably are not filling it out completely, it's a deep dive into really getting clear on where you are and where you want to be. And that will help me, help you if I know where you're going. I'm very end-game oriented, I need to know the end state, I need to know where you're going, I need to know where you're headed!

Alright, some other things here, we will be having our monthly coaching calls, where with this will be a mix of training from the Gutsy Leadership Curriculum, which you will have access to, as well as coaching. So bring your questions on those calls, if you'd like ideally, it would be best for you to email them ahead of time so that we can get them and you know in the interest of time, just make sure we are prepared and keep you keep your question present, and that we don't miss anything. So we encourage you to always send your questions ahead. Also, we love celebrating! I love celebrating my gutsy leaders here at this village of ours at In Our Shoes. So please tell me what big wins, little wins A-HA's that you've gotten, please share it with the rest of those here on the calls. And as always, you know, just show up in your best possible way with authenticity and a little bit of vulnerability. This is a safe and trusted space. I set that precedent. I make sure that my people are protected. And that they feel that they are in an environment where they feel free to talk about their challenges, talk about their struggles, in an honest and open and warm and accepting environment. Because that's what I always needed in my career and in my life, right. That's how I need to feel. So that's why I make sure that's the atmosphere that I'm creating here at In Our Shoes.

Alright, so we will be getting started soon as we launch again, our next Gutsy Leadership Academy / GLA cohort, if you are an intrapreneur working for an organization or looking to move to a new position, then, this applies to you. If you are an entrepreneur or an emerging business owner, or someone who you know is looking to break out and grow their platform as a speaker, as an author as a trainer, then you're in the right place as well. I've been in all those shoes, I've been the intrapreneur. I came from a 21-year corporate career on Wall Street and am a business owner. And so I know a lot about what it's like to be in those shoes. But at the end of the day, it's about Gutsy Leadership, it's about leading with your gut, leading with your intuition and really believing that you have value. And I will say a lot of times professionals call me up or they email and they'll say, you know what, I don't have enough confidence. I don't know, if I'm really confident in what I know as a subject matter expert as a business leader. And the truth is, is well, that might be very well true in your mind. I will tell you usually it's not a confidence thing. I know we tend to think it is but it's not. It's usually a clarity thing. And when you're clear, everybody else in that room is clear, your audience, your team, your business partners, your leadership, it's just being clear, clear in your communication, clear and listening. Really listening well. A lot of focus is done on speaking but not so much on listening, right? Listening really getting into your clients' and your business partners' and your management's shoes and then communicating clearly and from your gut based on your value based on your experience based on everything that you know. So bring your full game on to our calls here at GLA and make sure you fill out that questionnaire and I cannot wait to get started. All right. I will talk to you soon. Bye now...