



# How to “SHOW UP” Confidently and Energetically in Your Career



John Neral

Executive & Career Transition Coach  
Strategist



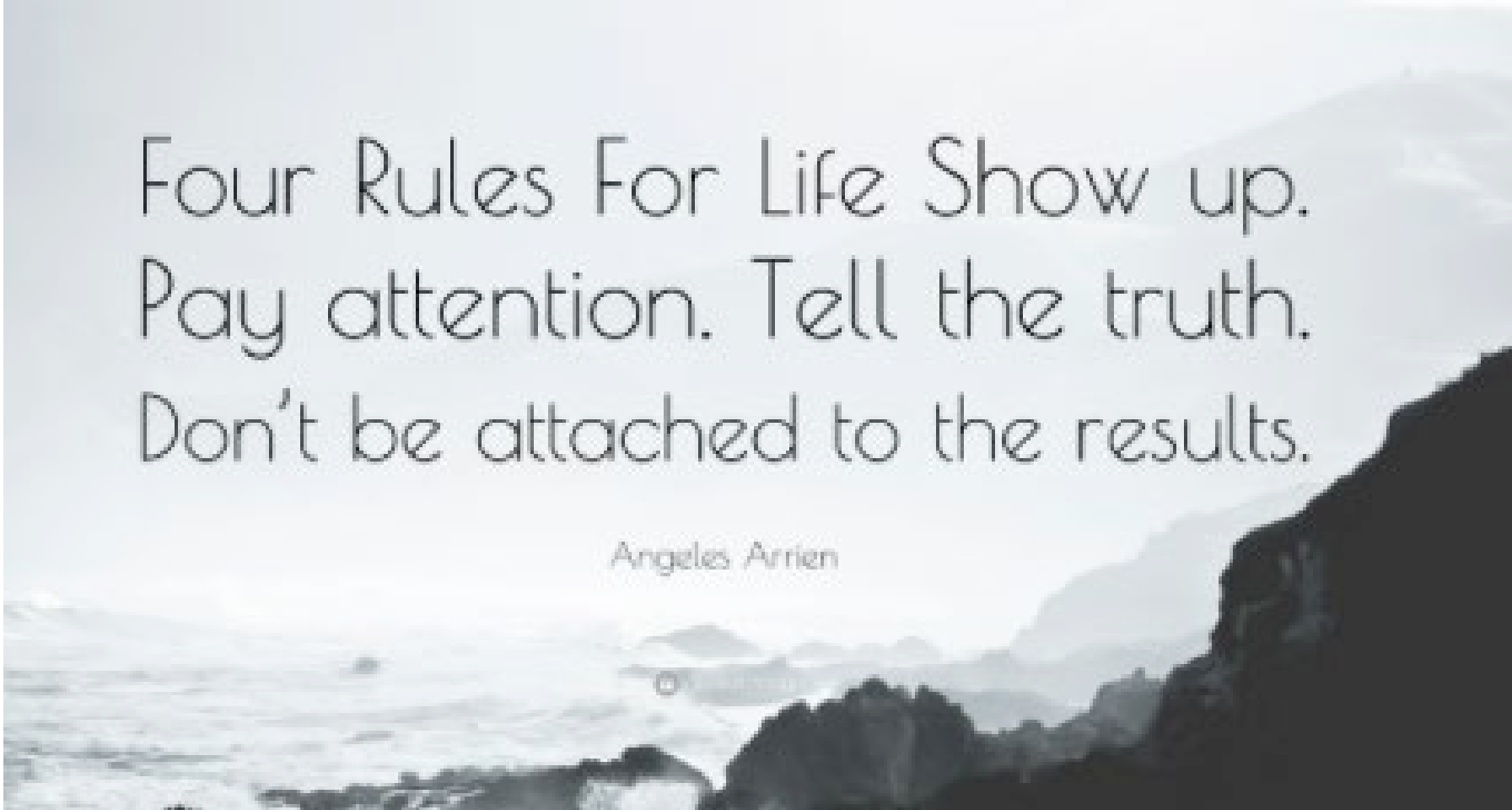
# Norms

- Challenge ideas and not the person
- Play Full Out
- One person speaks at a time
- Be curious and ask questions
- Be present and engaged
- Be open and receptive to new ideas
- Minimize personal technology
- Take care of yourself










Four Rules For Life Show up.  
Pay attention. Tell the truth.  
Don't be attached to the results.

Angeles Arrien



The world is run by  
those who show up.

Robert Johnson

quote fancy

**DON'T SHOW UP TO  
PROVE. SHOW UP  
TO IMPROVE.**

SIMON SINEK

PICTUREQUOTES.COM

GET UP  
DRESS UP  
SHOW UP  
AND  
NEVER  
GIVE UP.



**When you don't show up as who you are, people fall in love with who you're not. Then when they find out who you are, that's when they leave.**

Iyanla Vanzant

“ quote fancy

Sometimes the bravest  
and most important  
thing you can do is just  
show up.

Brené Brown,  
*Daring Greatly*



- What does it mean to you to “SHOW UP?”
- What does it mean to you to “SHOW UP” energetically and professionally to make the impact you want?
- How will your career be different if you changed the way you “SHOW UP?”

# What Does It Mean to “SHOW UP?”



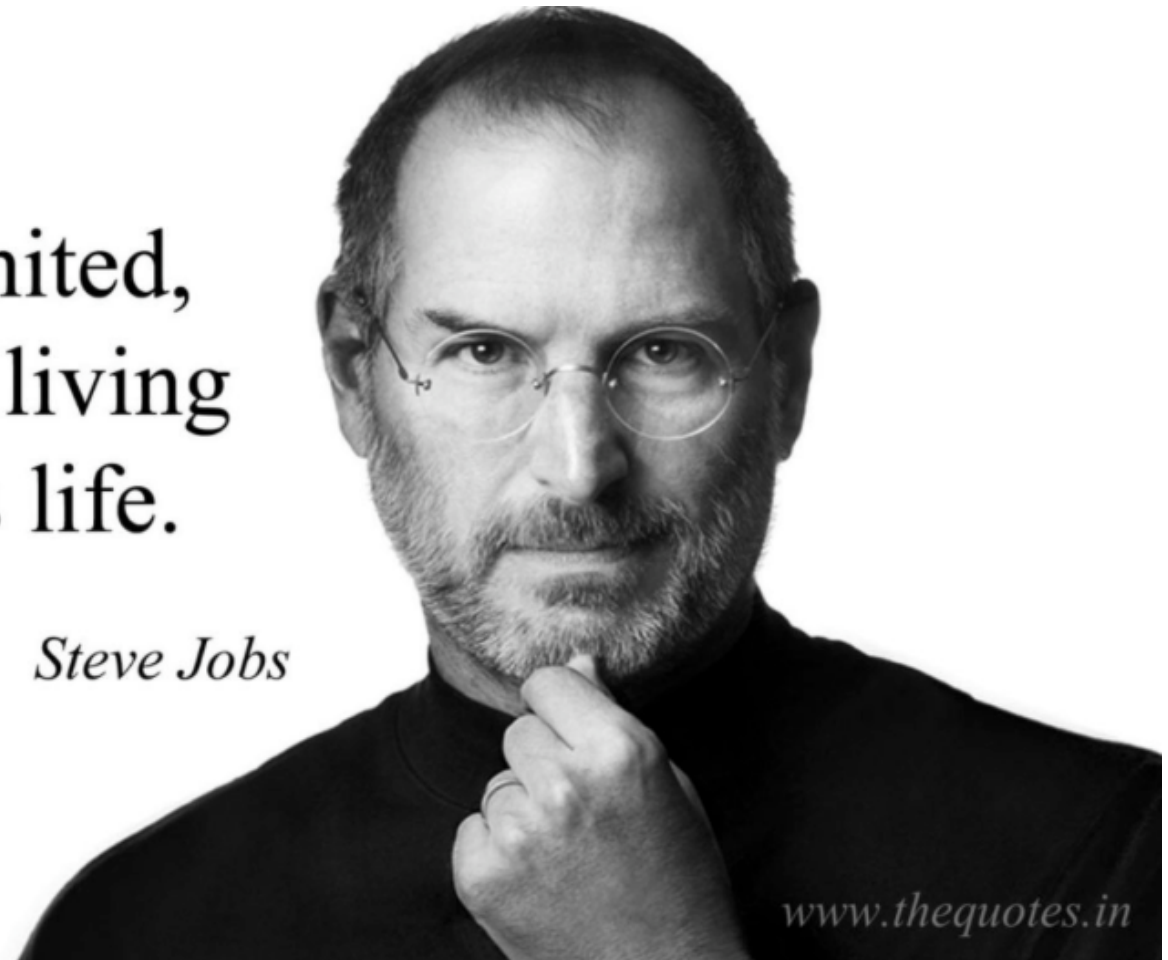


# “SHOW UP”

- To present yourself **professionally** and **energetically** in ways that allow you to provide excellent service to your team, organization, and customers
- It is the **opportunity** to do your job, better than anyone
- Every **experience** is an **opportunity** for us to “SHOW UP” at our best

Your time is limited,  
so don't waste it living  
someone else's life.

*Steve Jobs*



[www.thequotes.in](http://www.thequotes.in)



# Own Where You Are

- What are you doing well?
- What do you need to learn?
- What do you need to work on to help you get to the next level?
- What's holding you back from achieving your next advancement opportunity?
- Who in your network can help you?
- Who must be added to your network?





“In 2017, I had been feeling at a crossroads and generally not satisfied with my career.... Over the coming months, we talked about why I was frustrated and he helped me define what drives me, what I’m passionate about, and how I’d like to make my mark in the world.”

*-Jennifer Miller  
Senior Project Manager*





Your brand is what other  
people say about you when  
you're not in the room.

Jeff Bezos , CEO & founder, Amazon

# Protect and Promote Your Brand

- How do others talk about your work?
- How would others describe who you are as a professional?
- How does your brand help you make the case for advancement or promotion?
- Think about the branding questions you need to ask
- Identify three people, whom you trust, you can ask



















# Use Your Genius

- What makes you the “Go-to-Person?”
- Why are those skills needed in your organization?
- Where is your genius not being utilized?
- Where do you get to demonstrate your genius or expertise on a daily basis?









“He asks insightful, meaningful questions that provoke a shift in mindset that allows you to separate yourself from the stuckness that kept you locked in the old one.”

*-Bryan Turkel  
Assistant Director of Leadership  
Development at The Jewish Federation of  
Greater Los Angeles*



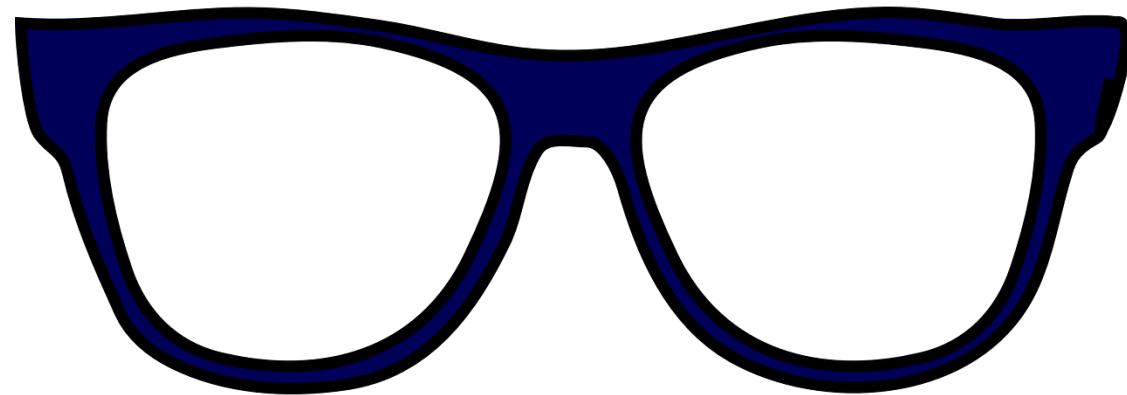
“John worked diligently to ensure that I provided the best services and resources for teachers at my school in order to push student achievement. He enabled me to step outside of my comfort zone in serving adult learners as well as build greater self-confidence in my profession as Instructional Coach.”

*-Alethea Felton  
Instruction Coach, PD Specialist, ELA Teacher*



# Welcome New Opportunities

- On a scale of 1-10, how open are you to welcoming new opportunities for your career?
- If that number is not a 9 or a 10, what do you need to do to create more openness to these opportunities?







# Have Intentional Conversations

- Who do you need to talk to?
- What do you need to say?
- How will that conversation help you move that relationship forward?





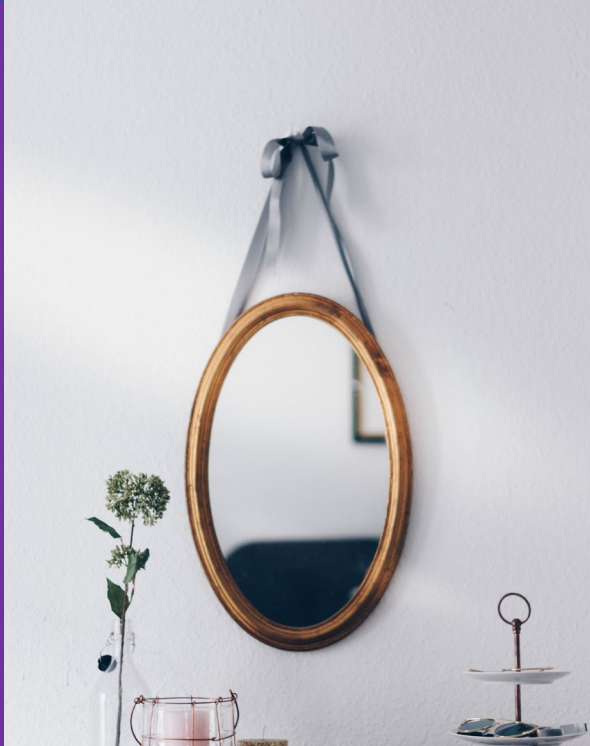


# Set Ground Rules

- What ground rules do you set for your career?
- Why are these ground rules important to you?
- What will you do to ensure that you honor these ground rules?









#showup6strategies



# SHOW UP

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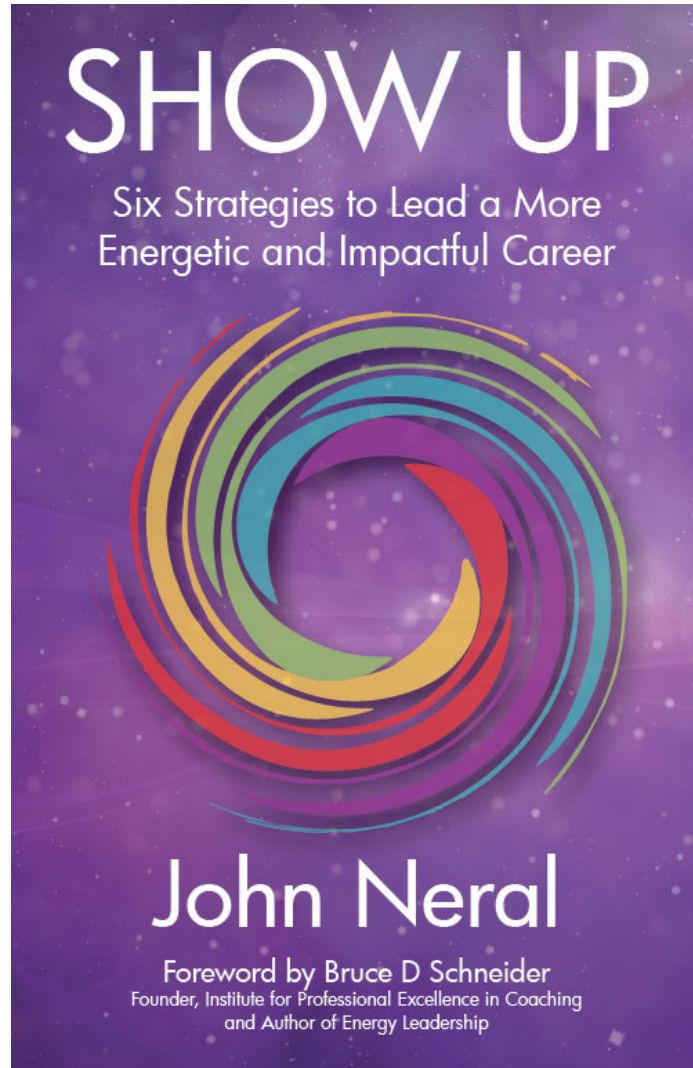
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Available for pre-sale at  
<https://johnneral.com>

Will be available on Amazon in  
late March.



## **Have a question?**

Email me at [john@johnneral.com](mailto:john@johnneral.com)

## **Connect with me!**



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**COACHING LLC**

**Helping People "SHOW UP"  
to Make the Impact They Want**

# Closing Thoughts / Q&A

