

## Inaugural National Conference

December 3 - 5, 2020 VIRTUAL CONFERENCE



# Professional Development & APP Leadership

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#### Jeannette S. Hart, PA-C, MCHS:

There are no relationships to disclose.

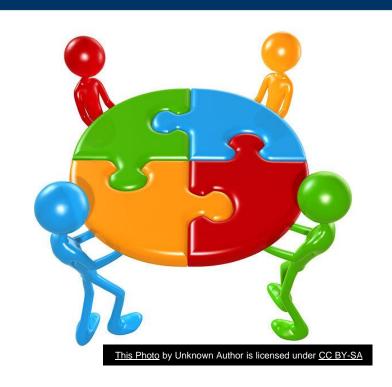
## Why Leadership Development

- Organizational Motivation
  - Recruitment
  - Retainment & engagement

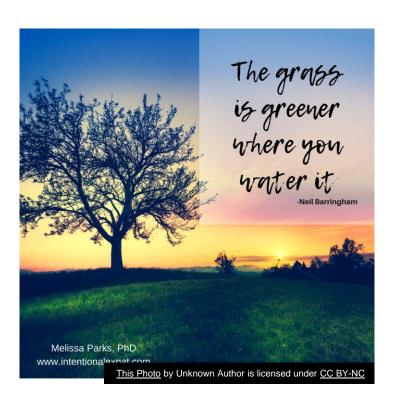


## Why Leadership Development

- APP Motivation:
- Participation in meaningful decision making
- Make an impact on policy, culture
- Improve patient care



#### Where to Start?



- Invest in yourself
  - Create a voice
  - Keep learning
  - Decide what's stopping you and correct it with self improvement

#### Create Your Voice

- Learn to Negotiate
  - Listen
  - Practice
  - Take a perspective
  - Exposure



#### **Create Your Voice**



#### Be intentional

- Demanding and caring
- Authoritative and participative
- Advocate self and serve
- Maintain distance and be approachable

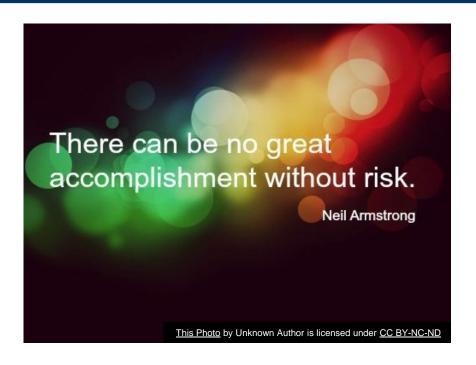


Step 1: Climb the ladder



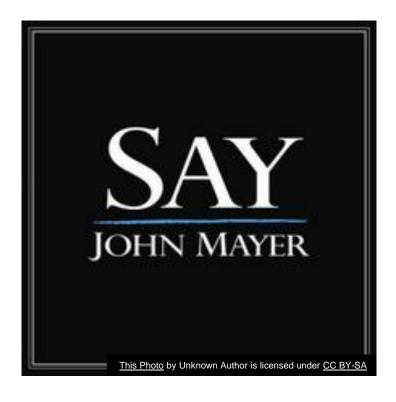
Step 2: Seek mentors

Step 3: Take risks and invest in yourself



Step 4: Solicit feedback





Step 5: Ask for what you want

Step 6: Treat failure like a bruise not a scar

"You gotta jump." – Steve Harvey





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Step 7: Keep your balance



Step 8: Be you

## P.I.E.

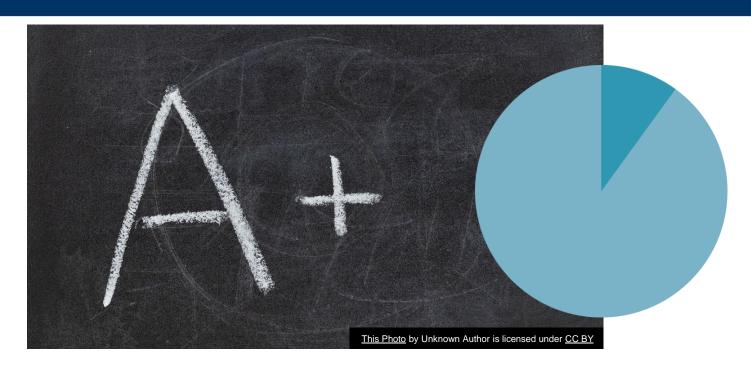


#### P.I.E.

 With hard work comes great reward

With <u>great</u> work, a <u>positive image</u>, and <u>broad exposure</u> comes great reward.





Performance – Only 10% of the pie

#### Image: 30% of the pie



## pi"E"

Exposure is 60% of the pie





Gain **exposure** then **perform.**When you perform you **build your image!**