



It's time for positive  
**CHANGE**



## How professional courage created partnerships and innovative solutions

June, 2017



In my previous corporate life one of my staff members approached me with a folder full of information. He was new to his role and had been sifting through the old files of the person he'd replaced. **One folder, in particular, captured his attention.**

In that folder was information about a company who was interested in exploring new ways of attaching shingles to a roof. They wanted to develop a new kind of shingle which simply adhered to the tar paper, without the use of nails. With that in mind, they had approached the company some time ago and asked if we could help bring their idea to life.

The documents in the folder indicated that we had considered the idea and taken the time to research the market potential and found that it was a huge opportunity for an innovative approach.

**As my eyes scanned the information, I began to grow excited about the possibilities.** A partnership with this roofing company could open the door to major innovations, which could be used in other applications—anything involving strong adhesives that could stand the test of outdoor weather conditions.

**But, there were two major problems:**

1. This proposal had been previously considered by a former manager and rejected.
2. Up until that point, we had rarely collaborated with an outside business on developing a new product.

**The project would not only be a business risk, but a personal risk as well.**

If I authorized moving forward with this collaboration and it didn't work out, there could be liability for the company due to a product failure, which could result in significant risk.

So, I mulled it over. I weighed the pros and the cons. I studied the research.

**Finally, I decided to do something BRAVE.** I reached out to the company and asked if they were still interested in collaborating with us.

The rest, as they say, is history. The product we developed gain enormous popularity and led to the development of other innovations. We continued to partner with them for continued mutual gain.

The business continues to grow and has far exceeded all anticipated revenue projections...**all because one employee had the courage to bring the opportunity to my attention and my team had the courage to act.**

How do you bring courage to the workplace? To your personal life? What can

you do to build up your courage in order to take charge of your personal and professional path?

**In next month's newsletter, I'll dive into some of the ways to build up and utilize courage. Stay tuned!**

In the meantime, please [be in touch](#) if you're in need of personal advice for making a courageous decision.

Sincerely,

Margaret

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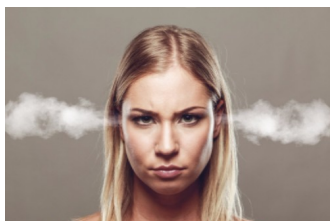
## From the UXL Blog...



### How Mentoring Can Boost Your Leadership

Mentoring is one of the most powerful, effective forms of leadership. How can you incorporate it into your business?

[Read on!](#)



### Quit Saying "No Problem"

Tired of letting others off the hook for missed meetings, late projects, or subpar work? You should be! It's time to stop saying, "No problem."

[Read On!](#)



### You've Already Got the #1 Key to Success

What do Bill Gates, JK Rowling, Richard Branson, and Brene Brown all have in common? What's the secret to their success?

[Read On!](#)

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Our next [Insights Deeper Discovery](#) workshop will be held on Thursday, June 22nd. More details about this

transformative program on [our Eventbrite page](#).

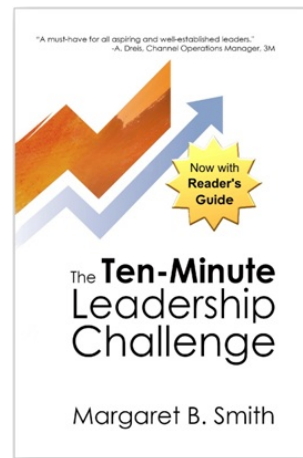
*"I left feeling affirmed and challenged to take those next couple steps on the way to the Real Me." -Mary, workshop participant*



**UXL's mission** is to create leaders, promote positive change, and enable businesses and individuals to transform their dreams into reality. **Margaret Smith** is a career coach, speaker, author, licensed [Insights Discovery practitioner](#), and adjunct professor at St. Kate's University with 27 yrs experience as a Senior Leader for 3M. [Learn more about Margaret and UXL.](#)

**The Ten-Minute Leadership Challenge** is an instructive and interactive book meant to guide and motivate you to **achieve your full leadership potential**. Let this book be your constant companion as you learn **useful tips and gain valuable insights** to help you develop into a savvy business professional and a confident leader. Start your journey to success today. **Do you have ten minutes?**

[Click for more information on the Ten-Minute Leadership Challenge](#)



Margaret is the co-founder of the TAG team <http://www.tag-mn.com/>, a group of



Margaret is a licensed Insights Deeper

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Discovery practitioner. She guides individuals undergoing a transition through her program, [Intentional Discovery](#), co-founded with [Dr. Jean Davidson](#) (Davidson Consulting and Coaching).

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