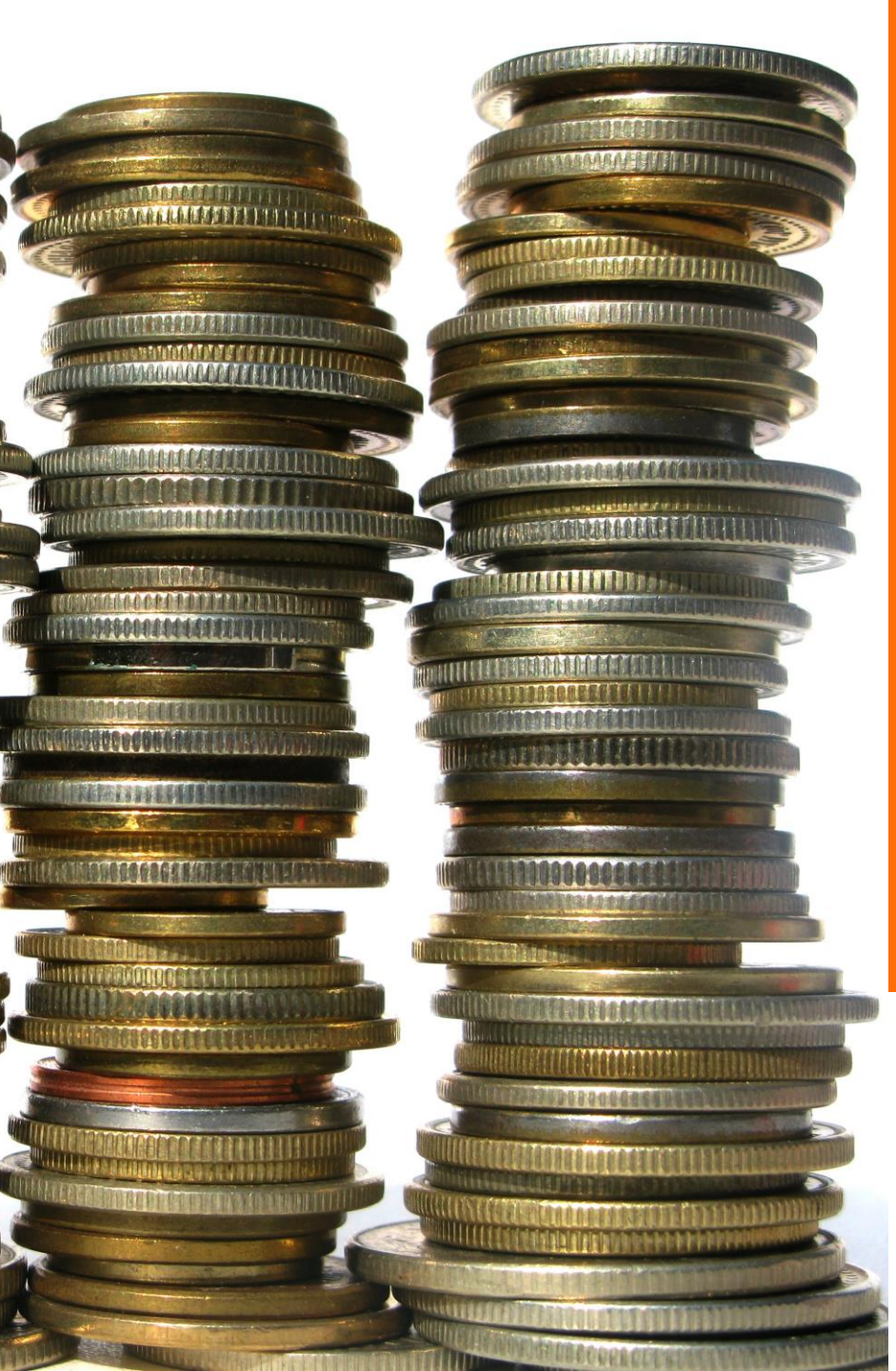

Stacking CoIINs for Future Success

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Presentation Overview

- Introduction
- Virtual Teams
- Communicating Your Worth
- Influencers
- Leveraging Funds
- Concluding Remarks
- Questions

Introduction

- Of which accomplishments are you most proud?
- Who will you tell about your accomplishments?

Continuing the Work

- *Opportunity comes to those who quit waiting and start looking. Success comes to those who quit thinking and start doing.—author unknown*

Virtual Teams

- Common characteristics of highly functioning virtual team members:
- Good communication skills
  - Emails
  - Conference calls
  - Web calls
- High emotional intelligence
- Resiliency

Virtual Teams

- Expectations
- Size
- Shared mission and vison
- Roles

Virtual Teams

- Leadership
- Open dialogue/Conflict resolution
- Face to face meetings
- Video calls

Virtual Teams

- Organizational socialization
- Cultural and linguistic competence skills
- Maximizing your strengths

Virtual Teams

- Understanding your own and others' work styles
- Additional training
- Sharing milestones and accomplishments

Communicate Your Value

“Self-promotion is a leadership and political skill that is critical to master in order to navigate the realities of the workplace and position you for success.”

“Our hesitancy to take credit for our accomplishments results in a loss of power, influence, and political capital in the workplace.”

— Bonnie Marcus, The Politics of Promotion: How High-Achieving Women Get Ahead and Stay Ahead “

Promoting Your Team's Accomplishments & Potential

- Communicate your value to your supervisors, directors, policy makers
- Think of your team as a consulting group—with expertise and synergistic effects
- Strengthen your alliances—who else would be interested in your team's work?

Promoting Your Team's Accomplishments & Potential

- Updates to your supervisor or director
- Press releases
- Activity briefs
- Community presentations
- Op-Eds
- Social media
- Websites; blogsites
- Media appearances
- Podcasts

Influencers

Traits of Influencers

- Make things happen
- Create hope
- Cheer people on with enthusiasm
- Confident
- Have an inner compass
- Persistent
- Make connections
- Independent
- Seek recognition for self & others

Leveraging Funds

- Traditional grants
  - Governmental agencies
  - Philanthropic foundations
  - Dedicated revenue streams
- Non-traditional funding
  - Community hospital benefits
  - Medicaid and commercial health insurance reimbursement
- Innovative Financing Mechanisms
  - Community Development Financial Institutions (CDFI) Fund
  - Cross-sector opportunities
  - Pay-for-performance initiatives

Concluding Remarks

- Polish up your leadership and team-building skills for a successful virtual team
- Promote your accomplishments and your potential
- Become an influencer

Questions & Discussions

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