



**Thank You for Joining Us,  
The Webinar Will Begin Shortly.**



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# Women Accessing Capital Training xxx:

## **Creating a Culture of Courage: The New Leadership Challenge**

Course Instructor:

**Cindy Solomon**

**[www.CindySolomon.com](http://www.CindySolomon.com)**





- The Voice for Women in Business in our Nation's Capital.
- National nonpartisan public policy organization representing over half a million Women Business Owners including 55 business organizations.
- Advocates for and on behalf of women and minorities in business.
- Thirty-one local Instant Impact teams across the country engaging with legislative officials and the business community to advocate for Women Business Owners.

[www.WIPP.org](http://www.WIPP.org)

# Women Accessing Capital Program:

*National program from WIPP's "Women, Money and Opportunity" series.*

*The program is designed to educate women business owners on how to secure the money that will support and grow your business.*

[www.WomenAccessingCapital.com](http://www.WomenAccessingCapital.com)



**Instructor**  
**Cindy Solomon**  
**CEO**  
**Cindy Solomon & Associates, Inc.**



# So why do we need courage?

- ▶ Because today's world demands unique and fresh ways of creating the careers, the companies and the lives we want...
- ▶ Because to build your skills you must use trial and error...experience success and failure...
- ▶ Because with four generations interacting on most of our teams...we need new ways of engaging and leading...
- ▶ Because to truly innovate, we have to be comfortable risking...

*“Life is what happens between the trapeze bars.”*

*-Helen Keller*



# The Research



# The Research

- ▶ Courage is a personal, individualized concept.
- ▶ Most of us think we aren't courageous.
- ▶ Courage is not a super power.
- ▶ Courage can be learned.

# TYPES OF COURAGE

Self-Awareness



# Do you have the courage to...



- ▶ Take the time to understand what you really want?
- ▶ Build and use your network to influence your current work and your future work?
- ▶ Allow yourself to fail... so you can grow?
- ▶ Choose to have one big life... lived as courageously as you choose.

# Instructor

Cindy Solomon

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## *The Rules of Woo:*

An Entrepreneurs Guide to  
Capturing the Hearts and Minds of  
Today's Customers





## Powered by WIPP Education Foundation:

**Women, Money and Opportunity** brings resources and a wealth of knowledge from experts within the WIPP community to educate women business owners.



**Give Me 5**  
WIPP Gateway Program for Federal Contracting  
[www.GiveMe5.com](http://www.GiveMe5.com)



**Women Accessing Capital**  
WIPP Gateway Program for Securing Funding  
[www.WomenAccessingCapital.com](http://www.WomenAccessingCapital.com)



**Entrepreneurs, Energy & Environment (E3)**  
WIPP Gateway Program for Opportunities in  
Energy & Environment  
[www.EntrepreneursandEnergy.com](http://www.EntrepreneursandEnergy.com)



**Women And Technology Today**  
WIPP Gateway Program for Understanding  
Technology in Business.  
[www.WomenAndTechnologyToday.com](http://www.WomenAndTechnologyToday.com)



**Women For Wounded Warriors (W4WW)**  
WIPP Mentorship Program for Women Veterans &  
Spouses of Disabled Veterans in Small Business  
[www.WomenForWoundedWarriors.com](http://www.WomenForWoundedWarriors.com)



## Get Involved!

- Access to Capital, Energy, Procurement & Healthcare Committees
  - Local Instant Impact Teams
- Weekly Policy Updates Relating to Your Business

1-888-488-WIPP

[www.wipp.org](http://www.wipp.org)

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