



## 7 Drivers of Change – Which of these is causing you the most professional anxiety?

1. Emerging technology and artificial intelligence
2. Automation - 30% of all legal work will be automated by 2025
3. Market consolidation, rise of the Big 4 consulting firms
4. Reduction of outside counsel use and in-sourcing of legal functions
5. Managing and leading a multi-generational workforce
6. Shortage of skilled and experienced talent
7. \_\_\_\_\_

What are the 2 things you want to professionally accomplish in the next 12- 24 months? (Role, title, task)

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Who are you? Force-rank yourself on the Super 7 Personas below

Persona	Description	I am	I need
1. Client/Customer	They own the business outcome, and drive what you are doing and why.		
2. Visionary /Entrepreneur	This might be you, or it might be someone with whom you align. Plenty of professionals are entrepreneurial without being THE entrepreneur.		
3. The Data/Tech. Guru (aka the propellerhead)	Tech. is a key driver of change, so you need people in your network with a deep understanding of tech.		
4. Sponsor/Financial Stakeholder	Who's funding your innovation?		
5. PM/Operations	Details matter. Someone has to handle them perfectly.		
6. White Knight/Evangelist	Every entrepreneur needs others to contribute their enthusiasm. Think of a business development professional who can do big deals. Really big.		
7. Black Hat	Don't make the mistake of surrounding yourself with yes men, or women. Talk with skeptics who can find the flaws in your ideas while it is still cheap to fix them. (Too many people skip this step.)		

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# You are the Average of the 5 People around You Level Up – Never Eat Alone

Name 5 people who can help you get from Now to Next - Think big

**Internally**

**Externally**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_

**The Ask**

**Statement – clear goal & objective (aka: solve for X)**

\_\_\_\_\_

**If you were me... who, what, how?**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**My accountability partner is:** (name, company, title, email)

\_\_\_\_\_

**Upcoming W2K Events:**

- ILTA W2K Kickoff Breakfast - August 21, 2018
- SOLID East NYC – September 13, 2018
- SOLID London – November 7, 2018
- SOLID West – March 7, 2019
- SOLID Hong Kong – June 3 & 4, 2019

**Next W2K Working Group Call:**

August 6<sup>th</sup>, 1pm EST

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