



NC Chamber

WOMEN > A FORCE IN BUSINESS

APRIL 30, 2019 | CHARLOTTE, NC

Tentative Breakout Sessions

11:05 a.m. – 12:00 pm

The Art of Negotiation: Strategies for Women

[Dr. Rita Kosnik](#), Adjunct Professor of Negotiations, Stayer Center for Executive Education, University of Notre Dame

Women in the workplace face unique challenges when negotiating business deals and management relationships. Rather than dwell on the hurdles for success, the session will highlight how women can leverage their challenges into effective negotiation strategies with concrete recommendations that are applicable both to the workplace and their personal lives.

How Women Lead: Challenging the Gendered Norms of Leadership

- [Paige Clay](#), Managing Partner, Mercer
- [Jessica Fickenscher](#), Senior Vice President, Special Projects, Speedway Motorsports, Inc.
- [Janet LaBar](#), President and CEO, Charlotte Regional Business Alliance
- [Catherine Truitt](#), Chancellor, WGU North Carolina
- [Sonja Gantt](#), Executive Director, Charlotte-Mecklenburg Schools Foundation (moderator)

Female leaders are often faced with contradictory expectations when it comes to leadership. Society has traditionally expected women to be warm and nice but leaders to be competent and tough. In this discussion, our panel of experts will discuss how you can show strength without compromising your values.

How Do You Become a Financial Superpower?

- [Leslie Kincheloe](#), Senior Vice President, Portfolio Manager, Bank of America Private Bank
- [Tara Butler](#), Vice President, Associate Wealth Strategist, Bank of America Private Bank

Improve Your Health Literacy

- [Dr. Corey Booker](#), Founder, OnPulse
- [Dr. Alyse Kelly-Jones](#), Novant Health Mintview OB/GYN
- [Dr. Lindsay Peral](#), Wake Forest Baptist Health
- [Christine Katziff](#), Chief Audit Executive, Bank of America (moderator)

Doctor visits, medical results and insurance claims can leave us all feeling overwhelmed and confused. In this session, our panel of experts will provide insights into how to make more informed decisions for yourself and your loved ones. You will hear simple tips on how to advocate and become more engaged and empowered in making health decisions.

2:00 – 2:55 pm

How to Get a Seat at the Table

[Dr. Shirley Davis](#)

Have you been grappling with the proverbial question: “How do I get a seat at the table?” This is not a new question; it’s an ongoing conversation that’s been occurring for the past several years among more women and people of color who report that they want to gain more exposure to senior leaders at the top and be recognized as a key performer. In this presentation, Dr. Davis will identify the key skills and behaviors and at least 12 proven strategies and techniques that will enable professionals to not just “get a seat” but to “earn a seat” at the C-Suite table. They will also learn strategies and practices for how to sustain their level of influence and impact in their organizations. Participants can begin implementing these practical tips immediately back on the job.

Leading with Authenticity

[Ann Ashley](#), Biltmore

Strong leadership has allowed Biltmore to remain an industry leader for more than 120 years. We value effective leadership at all levels and cultivate talent within all of our teams. From our front lines to our corporate suite, we train, recognize, and reward Biltmore’s greatest asset: our employees. Learn how individual and team leadership can create a solid foundation for your company and drive success. We start by teaching you how to become an effective leader. You’ll learn how to build your personal brand and utilize it for professional success within and beyond the boardroom. We’ll then share how you can train your employees to contribute to your organization’s success. You’ll leave with a customized leadership life plan to guide your journey and ensure long-term rewards.

Be Courageous: The Importance of Having Courageous Conversations that Impact Women in the Workplace

- Michelle Fullerton, Senior Vice President, Human Resources, Bank of America
- [Ron Kimble](#), Co-Founder, Jamie Kimble Foundation for Courage
- [Kate Phillips](#), SVP; Human Resources Executive, Life Event Services, Global HR Business Continuity and Market HR for Charlotte, Bank of America
- [Lori Henkel](#), Senior Vice President, Charlotte Market Executive, Bank of America (moderator)

Courageous conversations can be difficult. This panel discussion will showcase topics that impact women (and men) in the workplace while encouraging and empowering women to begin these conversations and have influence within their organizations.

Paying It Forward: Generational Leadership

- [Michelle Buelow](#), Founder and CEO, Bella Tunno
- [Shreya Mantha](#), Founder and CEO, Foundation for Girls
- [Joan Zimmerman](#), Founder, Southern Shows, Inc.
- [Angela Woods](#), CEO, Girl Scouts, Hornets' Nest Council (moderator)

There is much talk about the differences among varying generations and how this creates a generational divide. However, each generation of female leaders is preparing a path for the next. In this candid discussion, you will hear from three female leaders in various stages of their career who are working to move women forward through philanthropy and entrepreneurship. You will gain advice and insights on how you can thrive as a leader regardless of your age or rung on the corporate ladder.