

PPAI Women's Leadership Conference™

PPAI
Women's
Leadership
Conference™

Breaking Through The Fear Of Failure

Jamie Nolan

CEO & President

National Speakers Association



Breaking Through The Fear Of Failure

Presented by Jaime Nolan

Female executive, single mother of 3 teenagers,
and serial entrepreneur



The Research...

- Social and culture socialization factors
 - Family, peers, school, media, parents
- Cautious and fearful behavior is tolerated or encouraged more in girls, whereas courageous and fearless behavior is expected and encouraged more in boys
- Anxiety and fear are 2x more common in women than men

References

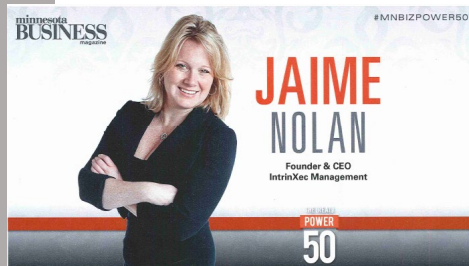
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SKIP ROCK
— CONSULTING —



IntrinXec
Management, Inc.

"A woman is the full circle. Within her is the power to create, nurture, and transform."
— Dana Mersbach, author of "Mother of War"

Innovation in Finance Business Owner of the Year (Under \$1M in Revenue)



Nicole N. Middendorf - CFA, Prosperwell Financial, LLC
www.prosperwell.com | @Prosperwell_MN

As a Financial Advisor and Certified Divorce Financial Analyst with Prosperwell Financial, Nicole has been professionally trained in retirement planning for small business and practical investments for individuals. Nicole is a frequent contributor in the media, where she makes guest appearances to discuss personal finance. Nicole focuses on education for her clients, her mission is to help individuals create wealth from the inside out.

Nicole graduated from St. Cloud State University in St. Cloud, Minnesota with an International Business degree. Now to forming her own company, Prosperwell Financial, Nicole was a Financial Advisor and Retirement Planning Specialist with Morgan Stanley in Weymouth, Minnesota. Nicole now offers her clients access to a wide range of financial products through UPI Financial, which include stocks, bonds, mutual funds, exchange traded funds, asset management, insured certificates of deposit, life insurance, fixed annuities, variable annuities, and Managed Futures through UPI Financial.

Nicole is the recipient of numerous awards throughout the years which shows her commitment to others, most recently in 2013 with the Entrepreneur of the Year award from the Twin Cities Chamber.

Fun Fact: Each month she enjoys creating something off her face it list, such as skydiving, driving a tractor, zip-lining, swimming with dolphins, and many more.

Innovation in Finance Business Owner of the Year (Over \$1M in Revenue)



Jaime Nolan - IntrinXec Management Inc.
www.intrinxec.com | @IntrinXec

As founder and CEO of IntrinXec, Jaime manages the daily operations of the growing business including management of the company's vision and strategic plan. Jaime provides oversight to all client teams to ensure the company is continuously on the leading edge of association trends. Jaime has served on the Board for the ANAC Institute since 2005, and currently serves as the President for the organization. Jaime previously served as a board member for the International of Christian Business & Professional Women (ICBPW). Jaime is a member of the American Society of Association Executives (ASAE), Midwest Society of Association Executives (MSAE), the Entrepreneur's Organization (EO), and the National Association of Women Business Owners (NAWBO).

After being personally affected by a pregnancy-induced disease called preeclampsia, Jaime volunteered her time and launched the Preeclampsia Foundation's two largest annual fundraisers. The first annual nationwide walk-a-thon for the Preeclampsia Foundation was held in May 2003 and the inaugural fundraising benefit, "Swimming Gators a Night of Hope," was held in November 2005. These successful events, under Jaime's direction, resulted in a net profit of over \$100,000 for the Foundation. These events continue to serve as the largest fundraising events for the Foundation, now providing over \$300,000 in net proceeds annually with over \$1.1 million raised since its inception.

Fun Fact: Jaime loves to travel, and included on her "bucket list" are visits to Egypt, Australia, New Zealand, Italy, Fiji, Bora Bora, and the Galapagos Islands, but her favorite vacation spot is the mountains of Colorado where she enjoys camping and hiking.



Ventures

Strategies for growing companies

29

ISSUE



Laid off?
How to find your way out of a recession and get back on track.
— Jeffery H. Smith



Perceptions:
Is your business as it seems?
— David H. Smith

WORKSHOP

Workshop: 101 ways to grow your business. The first annual nationwide walk-a-thon for the Preeclampsia Foundation was held in May 2003 and the inaugural fundraising benefit, "Swimming Gators a Night of Hope," was held in November 2005. These successful events, under Jaime's direction, resulted in a net profit of over \$100,000 for the Foundation. These events continue to serve as the largest fundraising events for the Foundation, now providing over \$300,000 in net proceeds annually with over \$1.1 million raised since its inception.

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Intrinsic value

Grooming staff will help IntrinXec manage fast growth, says panel





SKIP ROCK
— CONSULTING —

VISTAGE



ing business woman is h

Lakeshore Weekly

he's only
has made
on the
world

Jaime Nolan
24th birthday
she bought
Group.



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The Lighter Side

An occasional series exploring what's on the minds of leaders in the assn community

Jaime Nolan

CEO, Synergy Resource Group, Plymouth MN, and 2003 recipient of the "Woman on the Way" honor from the MN Chapter of the Natl Assn of Women Business Owners

Nolan, 26, and Synergy partner Charles Arnold bought the AMC 2 years ago, when there were only 3 clients. Today, Synergy employs 9 and provides services for 12 organizations on a full-time and project basis. Synergy Resource Group recently earned charter accreditation from the Intl Assn of Assn Mgmt Companies.



Jaime and husband Joe

divorce planner. One of only two in the state, this designation is setting her apart from many of her financial planning colleagues. As a certified divorce planner, she can act as a financial advisor in a traditional divorce by either serving as a neutral advisor to both parties or by representing one. Nicole focuses on getting the husband and wife to make the decisions for themselves. With her unique business model Nicole is able to better serve clients that find themselves in a divorce situation. Nicole demonstrates a high degree of professionalism and passion for her work.

At staff meetings laughing becomes extremely contagious!

My happy place is definitely camping...or at the spa! (Maybe I should try camping at the spa!)

I tell my clients that I could never ever do it without my staff!



Jaime Nolan, Owner Synergy Resource Group

Jaime Nolan is a bundle of energy brimming with enthusiasm for her clients, her business and their industry. Jaime and her business partner purchased the business from their former employer on March 30, 2001, which just happened to be her 24th birthday. At the time she acquired the business it had 4 clients and just 3 employees. Less than 2 years later, the business has grown to over 12 clients and 8 employees.

Jaime has demonstrated that she has "what it takes to run a successful business for years to come" by overcoming the challenges that come with significant growth. Jaime has dealt with the inevitable struggles of hiring, firing and training new employees. Jaime's genuine eagerness to learn and grow with each new challenge has made her a "Woman on the Way".





Experienced-Based Fear
vs.
Anticipatory Fear

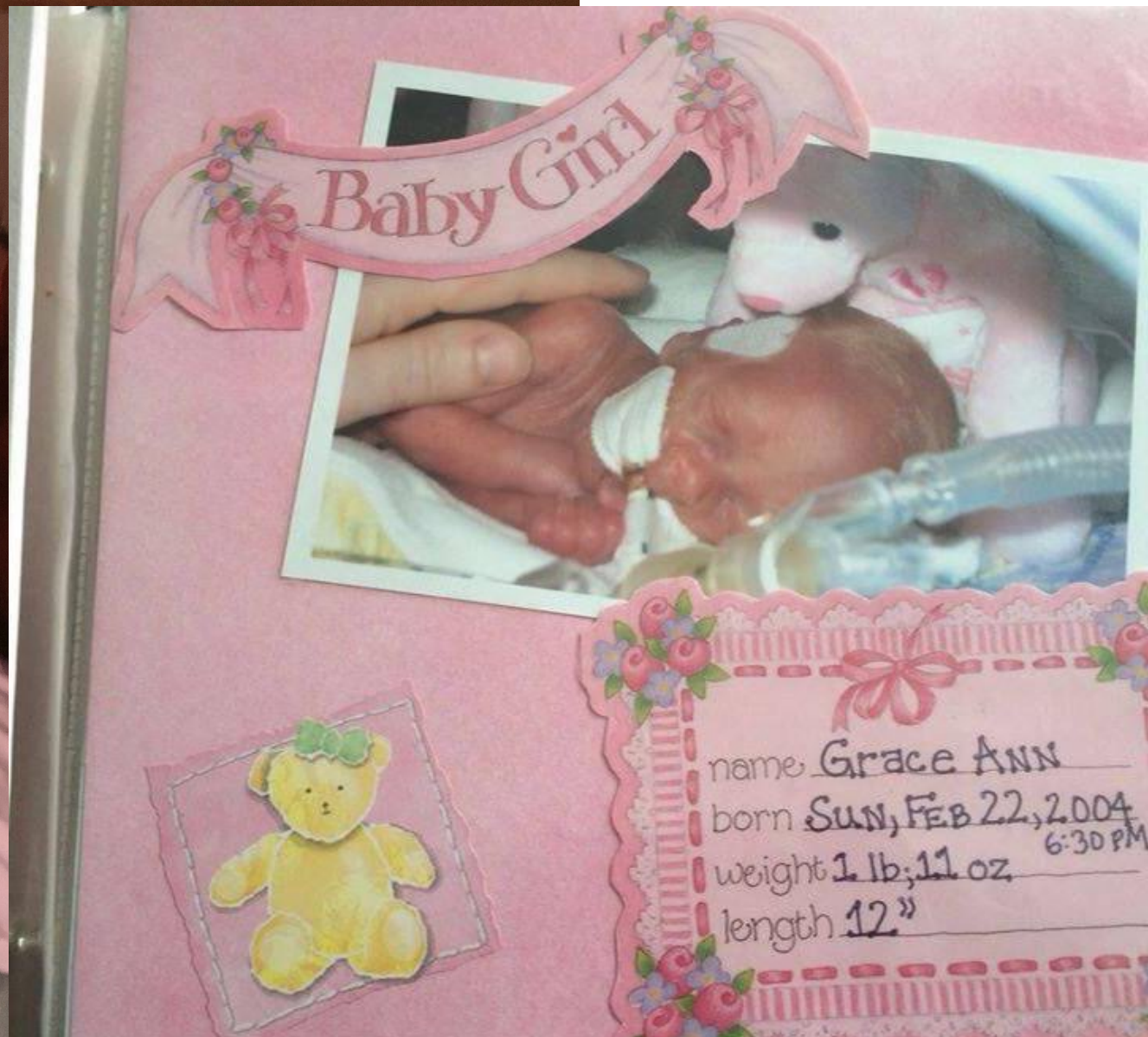


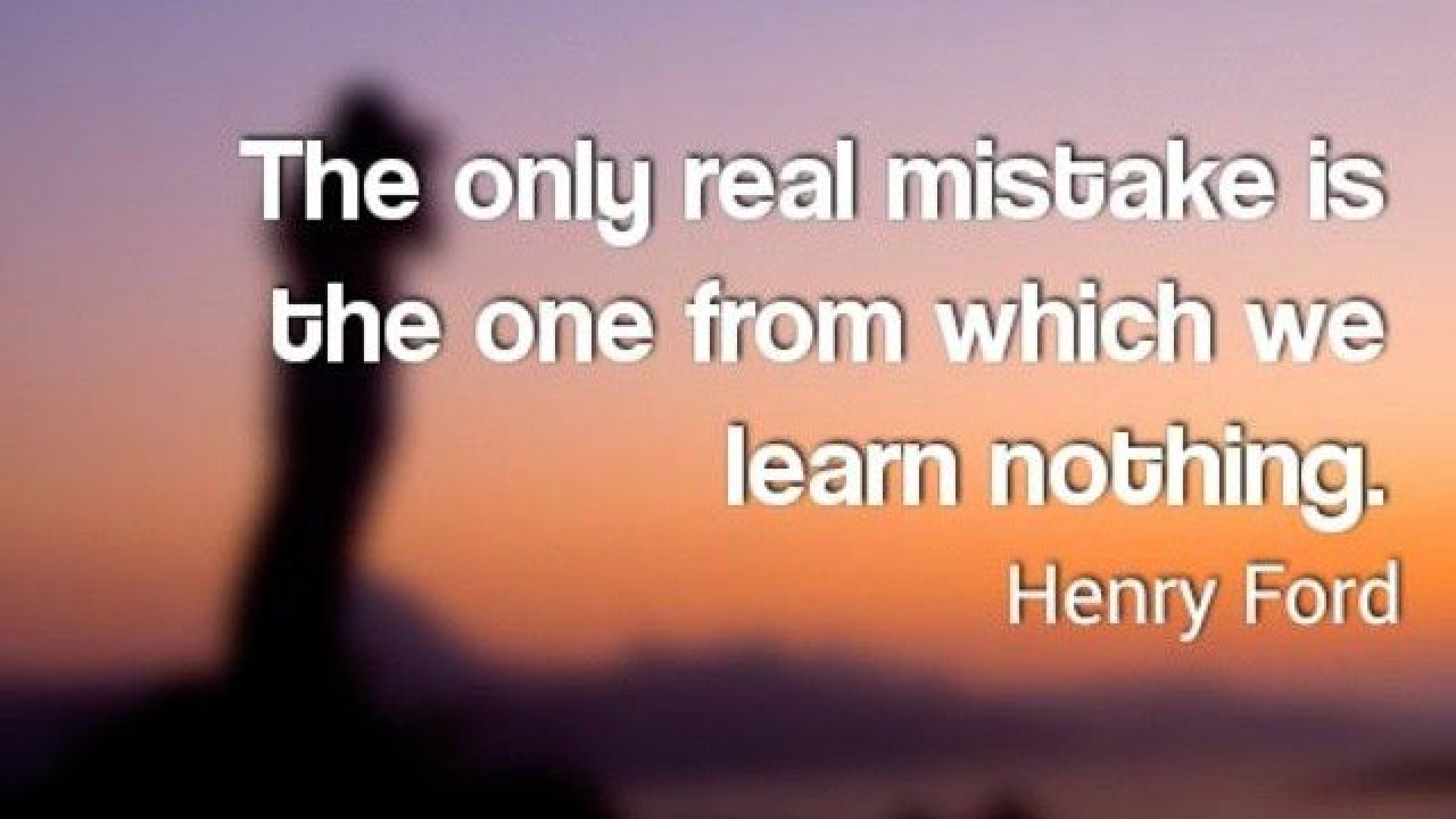


*My life has been one catastrophe after another,
almost all of which has never occurred.*

-Mark Twain





A silhouette of a person standing with arms raised in a 'V' shape against a sunset background. The person is positioned on the left side of the frame, with their arms raised high. The background is a gradient of orange and purple, suggesting a sunset or sunrise. The text is overlaid on the right side of the image.

**The only real mistake is
the one from which we
learn nothing.**

Henry Ford

IntrinXec
Management, Inc.



FIGHT

FLIGHT



COMFORT
ZONE

WHERE THE
SUCCESS
HAPPENS







“The greatest glory in living lies not in never falling, but in rising every time we fall.” – Ralph Waldo Emerson



Saving Grace: A Night of Hope
10 Year Anniversary



The background of the image is a dark, deep blue space filled with numerous white and light blue streaks, representing star trails from a long-exposure photograph. A single, bright, diagonal streak of light, possibly a meteor or a comet, cuts across the upper right portion of the frame. In the lower center, there is a small, solid red diamond shape.

There are lessons
and opportunities
in every failure

Fear of Failure



Fear of Rejection

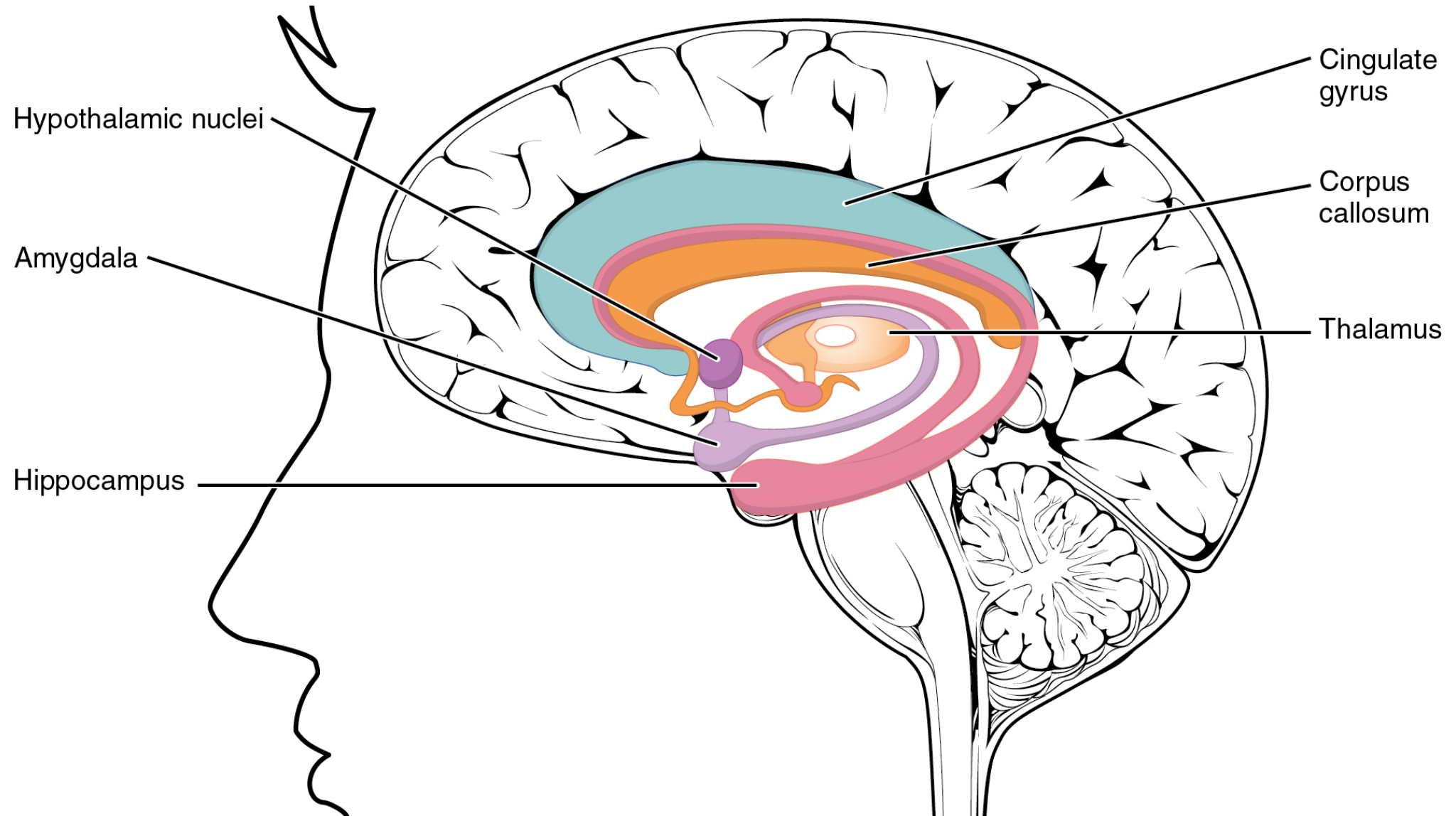


Fear of Being Wrong



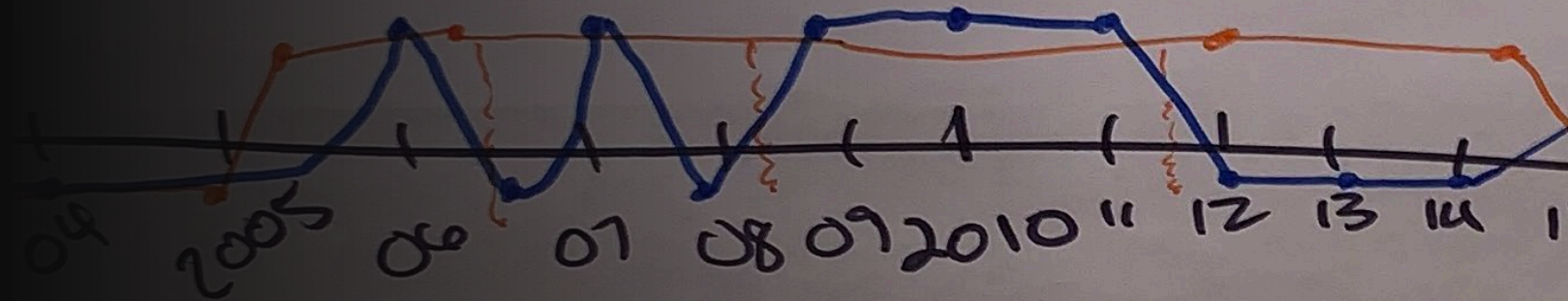
Fear of Emotional Discomfort

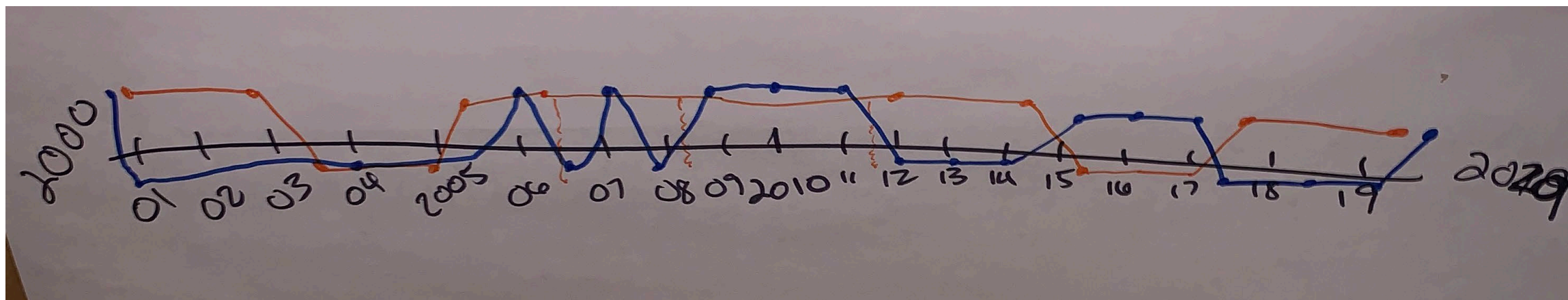






FIND PERSPECTIVE





“Making your mark on the world is hard... It takes patience, it takes commitment, and it comes with plenty of failure along the way. The real test is not whether you avoid this failure, because you won't. It's whether you let it harden or shame you into inaction, or whether you learn from it; whether you choose to persevere.”

– Barack Obama

THE DEVIL WHISPERED IN MY EAR
"YOU'RE NOT STRONG ENOUGH TO
WITHSTAND THE STORM"



TODAY I WHISPERED
IN THE DEVIL'S EAR
"I AM THE STORM"



Breaking through the Fear of Failure

- **Embrace Discomfort:** Embrace growth by boldly stepping beyond your comfort zone.
- **Uncover Lessons and Opportunities:** Actively seek out valuable lessons and opportunities hidden within every situation.
- **Gain Perspective:** Remind yourself that challenges are temporary by adopting the empowering mantra, "This Too Shall Pass."
- **Surround Yourself with Strength:** Surround yourself with visual reminders of strength and inspiration to fuel your journey.

#ppaiWLC



Thank you!



Jaime Nolan, CAE

CEO/President, National Speakers
Association | Vistage Chair, Twin Cities



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