

HOW TO GET A MEETING WITH ANYONE



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ABOUT DOUG:

Doug Smith is the Director of Development at Light of Life Rescue Mission and Founder and CEO of L3 Leadership. He is the author of his eBook, “Making the Most of Mentoring”, a step-by-step guide to help you build and cultivate relationships with mentors. He blogs at dougsmithlive.com, is the host of the L3 Leadership podcast and is a sought-after public speaker. He is married to his high school sweetheart, Laura, who currently works as an Account Executive at Ivalua. Together, they love family, personal growth, travel, working out, and serving others.

3 KEY TAKEAWAYS:

In this episode of the L3 Leadership Podcast, Doug shares how to score meetings with anyone, including those at the top of your bucket list. He discusses how to bring a unique proposition to every meeting and add value to the leader sitting at the other end of the table. He also highlights how to show each leader you meet with that you truly know and value who they are, and make yourself unforgettable in their eyes as a result.

1. The impact that relationships can have on your professional trajectory.
2. One of the most important personal growth principles to consider if you want to spend time with leaders.
3. Why it is so essential to build your credibility as a leader.

**“You attract who you are, not what you want.”
– Doug Smith**

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