



# ***Seventh Native American Leadership Forum - West***

**December 9<sup>th</sup> - 10<sup>th</sup>, 2019**

**Moana Surfrider, A Westin Resort  
& Spa**

**Island of Oahu  
Honolulu, Hawaii**

# Monday, December 9<sup>th</sup>

8:00-9:00 AM

## Registration & Networking Breakfast

9:00-9:10 AM

### Welcoming Remarks



Justin O'Connor  
*President*  
Native Nation Events

### Meet Your Coaches



[David B. Sarnoff, Esq.](#)  
*Executive Leadership Coach &  
Director of Strategic Partnerships*  
Loeb Leadership



[Jim Stroker](#)  
*Coach*  
Native Nation Events

9:10-10:40 AM

### Authentic Leaders – Building Trust

- Jim Stroker's Story
- Gratitude
- E + R = O
- Controls
- Big Enough Why?
- 3 Generations of Giving
- David Sarnoff's Story
- Treating people with Dignity and Respect
- Teamwork and collaboration
- Shared Mission philosophy
- Pair and share "who are you"

10:40-11:00 AM

## Morning Networking Break

# Monday, December 9<sup>th</sup>

11:00—12:00 PM

## Handling Workplace Conflict in a Productive Manner

- Define Conflict
- Define Productive Conflict
- 8 Steps for Successful Direct Conversation
- Being “Right” or “Being Effective”
- TLC Method of Feedback
- Active Listening
- Using Empathy to De-Escalate

12:00—1:00 PM

## Networking Lunch

1:00—1:30 PM

## Team Building Activity

1:30—2:30 PM

## Transition from Individual High Performer to Manager

- Discuss the necessary mindset to “lead vs. manage” people and teams
- Explore the concepts of high trust leadership and employee engagement
- Create capacity to address the needs of your team
- Communication skills
- Time management
- Delegation
- Presence
- Role Play Scenarios
- Pair and Share Workplace Challenges

# Monday, December 9<sup>th</sup>

2:30—3:00 PM

**Afternoon Networking Break**

3:00—4:15 PM

**Emotional Intelligence in the Workplace**

- Define EI
- Raising Self-Awareness
- Understanding how you show up and are perceived by your team
- “Amygdala Hijack”
- De-Escalation
- Stress management and effective decision making
- Raising the EI of Others
- Pair and Share

4:15—4:30 PM

**Soliciting Feedback As Great Leaders Do**

- Asking for Feedback – What Worked Today, What Didn't

4:30 PM

**Day 1 Concludes**

# Tuesday, December 10<sup>th</sup>

8:30—9:30 AM

**Registration & Networking Breakfast**

9:30—10:15 AM

**Power of Story Telling**

- Discuss the Power of Story Telling
- Pair and Share
- Courageous Leaders Tell Their Story

10:15—11:00 AM

**Game Time- Difficult Conversations**

- What did we Learn?
- Role Play
- Feedback

11:00—11:30 AM

**Morning Networking Break**

11:30—12:30 PM

**Self-Care for Leaders in Today's Workplace Climate**

- Power of the breath
- Focus and meditation
- Sleep and recovery – power sources and behavior
- Mindfulness
- Growth vs. Fixed Mindset
- High Achiever vs. Perfectionist
- Agile Mindset
- Continuous Learning
- Adaptability
- Pair and share

12:30—12:50 PM

**Asking for Feedback and Wrap Up**

12:50 PM

**Forum Concludes**

5:00—6:30 PM

**Catamaran Ride**

On Tuesday we will end the event by meeting on the beach where we will set sail aboard a Catamaran for a beautiful sunset cruise and beverage or two!

**Port: Sheraton Waikiki Hotel**

**Boarding begins 30 minutes prior to sail time so you will need to be there by 4:30 PM.**

*\*You must be pre-registered to board the Catamaran.\**

# Lead Trainers



[David B. Sarnoff, Esq.](#)

*Executive Leadership Coach & Director of Strategic Partnerships*  
Loeb Leadership

David B. Sarnoff, Esq., is an executive coach and leadership trainer with Loeb Leadership. As a former attorney, experienced executive search consultant, business owner, and former board of education president, David is uniquely qualified and experienced to understand the mindset, demands and challenges of corporate executives, managers and individual contributors.

David is an effective speaker and connects with his audience on a personal level. He focuses on facilitating opportunities for his clients' development and awareness to elevate their leadership capabilities while addressing other challenges to professional growth. He has presented on numerous topics to a variety of organizations. These topics include, emotional intelligence, leadership skills, workplace conflict, corporate culture, shared mission, presentation skills and interviewing skills, among others.

David utilizes his strengths as a leadership coach to elevate the professional performance, mindset, emotional intelligence, soft skills, leadership potential and team building skills of his clients. He also counsels high potentials and performers around business development, executive presence, marketing and presentation skills and establishing internal and external networks.

Additionally, David served on the Fort Lee Board of Education for several years and presided as Board President for three consecutive years. In 2015, he received the Archie Hay Award for distinguished service and leadership from the Bergen County School Boards Association. In 2018, David achieved the high level of Certified Master Board Member from the NJ School Boards Association (NJSBA). He serves on the NJSBA Mental Health Task Force. He also serves on the Advisory Committee to the New Jersey Association of School Resource Officers (NJASRO).

In addition to being a sought-after coach, David has presented at chamber of commerce, NJ School Boards Association and bar association events.

## **Representative coaching engagements include:**

- Coached a Chief Human Resources Officer to enhance leadership skills and relationship building while adopting a strategic mind set.
- Coached an assistant General Counsel at financial services company to improve leadership skills, time management and gaining clarity on career goals.
- Coached a hedge fund executive to increase self-awareness, emotional intelligence skills, conflict resolution and effective communication.
- Coached a law firm partner to strengthen communication skills to better manage and inspire direct reports, strengthen leadership skills, refine and execute on a business development plan.
- Coached a law firm partner to improve networking skills and nurture client relationships.

## **Education:**

- Baruch College, Zicklin School of Business, iCoach New York, Professional Coaching Program, Executive Coaching, Certificate
- Rutgers University Law School, JD, Dean's List
- Hofstra University, BA, *cum laude*, Social Sciences

## **Certifications:**

- EQi 2.0 and EQi 360 (Emotional Intelligence)
- Trained in the Leadership Practices Inventory Assessment ("LPI") and LPI 360

# Lead Trainers



[Jim Stroker](#)

*Coach*

Native Nation Events

**Jim Stroker** is a Coach with Native Nation Events and has over 30 years of experience within the New Jersey Public School System as a sports coach as well as a wellness educator. Jim's wellness program has been cited as one of the nation's best and he was recently inducted into the New Jersey Coach Hall of Fame. Jim is also the creator of "Inspirational Hotline", a morning message delivered to 700 students. Jim has been using his unique gift to craft and deliver motivational and educational keynote seminars that resonate with audiences ranging from Fortune 500 CEO's to thousands of high school students throughout the country, as well as Nonprofits, Military, Gaming Associations, Healthcare Practitioners and Native America. Some of Jim's Keynote topics include: How to reduce anger and conflict through example, strategies for embedding a culture of gratitude within your organization and how gratitude can impact daily performance and behavior. Jim also speaks about managing and deepening emotional intelligence in the workplace and how to train employees on powerful reactions to difficult situations.