



## EP. 117 DELOITTE'S LARA ABRASH

WITH HOST DON YAEGER

(8:45) "What is the definition of winning? That the score is seven to six? Or are you measuring other qualitative outcomes? When I a little girl playing basketball with my three older brothers, winning for me wasn't scoring more points. I won if they looked at me like I got a little bit better that week and invited me to eat ice cream with them after the game."  
*Reflection Questions: What is your definition of winning/success at home? At work? In your community?* \_\_\_\_\_

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(11:00) "I am a big believer in leadership, which is very different on being a manager. Managers manage outcomes, leaders \_\_\_\_\_."

(13:30) Elements required to take a group of individuals and make them a team:

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(18:00) Characteristics of a great listener:

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(28:15) A goal is not a goal until \_\_\_\_\_.

(32:20) "\_\_\_\_\_ in mentorship is really important. Sometimes we only think of mentorship as the person who tells you the things you can do better, or gives you the advice for a situation, but sometimes mentorship is the person who is creating the swell of confidence that you need."