

AUTHORITY WITHOUT APOLOGY

PUT YOUR EXPERTISE IN THE ROOM

1 NAME WHAT YOU KNOW

Because of my experience, I know...

I see patterns others may miss because...

A decision I should be included in is...

2 REMOVE THE APOLOGY

INSTEAD OF

I just wanted to add...

I could be wrong, but...

This may be a silly question...

I'm probably overthinking this...

Maybe we could try...

SAY

There is one more factor to consider.

Based on what I am seeing...

I need clarification before we move forward.

Here is the risk I see.

My recommendation is...

3 TAKE YOUR PLACE

What do I know that needs to be said?

What recommendation am I prepared to make?

Who else should be included in this decision?

MY AUTHORITY STATEMENT

My experience belongs in this decision because...
