



## Jill Sadler

Vice President Learning & Development

Communication expert bridging the gap with clarity and compassion.

Lives in Ottawa, Ontario, Canada with her husband and two kids.

## blueprint North America

We offer training, coaching, consultancy and keynote addresses that help **build confidence** in individuals, teams and organizations in three areas:

### 1. PERSONAL CONFIDENCE

### 2. SALES CONFIDENCE

### 3. STRATEGIC CONFIDENCE

### 4. LEADERSHIP CONFIDENCE

Anchored by our values – Purpose, Performance and Positivity – we believe that **success can be planned**, that winning is by design, and that you are the architect of your outcomes. Using blueprint processes, tools and concepts helps commercial professionals to learn to be disciplined, plan to be prepared, and **choose to be confident**.

## What **inspired** you to dedicate your life to helping people and organizations unleash their potential?

Over the course of 20 years working in a variety of business sectors, I've developed a firm belief that many of the internal issues surrounding performance, culture, and growth are the result of poor or infrequent communication. Figuring out the key to great communication has become an obsession! And after lots of trial and error (many, many errors!), I find great joy in helping others unlock the fundamentals of communication in their leadership practice.

## Proudest business accomplishment?

### Transitioning from an individual contributor to a people leader!

We underestimate the shift that's required when making this leap and I was so fortunate to have great mentors at that time. Although it happened almost 15 years ago, I never take for granted the great responsibility of leading others.

## What advice would you give new leaders?



Be willing to get your hands dirty. Spend some time alongside your team doing the work they actually do. They will see that you care enough to truly understand their role and it will give you better perspective from which to make future decisions.

## FAVORITE...

### TED TALK

*How Great Leaders Inspire Action*  
by Simon Sinek

### BOOK

*Leadership & Self Deception*  
by The Arbinger Institute – the world would be a better place if we all had the opportunity to read this book!

### CITY

Madrid, Spain – the language, the weather, the architecture...

### QUOTE

"You miss 100% of the shots you don't take."  
~ Wayne Gretzky

