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## Tips for Seizing Opportunities in 2023

**Have clearly defined strategic goals and plan for the unexpected. 2023 will be tumultuous.** Defining strategic goals and plans can help you and your organization weather the storms. Be flexible and nimble, as you may need to revise your goals in response to the market and economic trends. This can be done by scheduling regular check-ins and developing contingency plans. Review your plans frequently.

**Talk to your clients and stay informed.** Have touch points with your clients. Schedule regular meetings with clients to get feedback and create meaningful relationships. Keep informed by reviewing industry news and current events.

**Take care of your team, ask questions, and foster relationships.** Ask your team for feedback and find ways to acknowledge their successes. Provide feedback to your team. This is a two-way communication. Ask more questions and be a curious listener. In hybrid or work-from-home environments, fostering relationships and developing culture are priorities.

**Know your client, your organization, and your team.** Collect and use all available information and data to help guide decisions. Talk to your clients and team. Ask questions to ensure you have good information to guide your strategic decisions.

**Build your allies and personal board.** It is important to surround yourself with allies and your personal board (i.e. mentors and sponsors). A personal board is a small group who can serve as your trusted advisors. They can give you advice, tell you the truth, and give you honest feedback.

**Take care of yourself – including your mental health.** Most importantly, take care of your whole self. Your mental health matters in how you show up with your family, clients, your team, and your colleagues. Your mental health matters to your well-being and your happiness.