

30 vs 3,000

MOVING PIECES

The framework most leaders do not realize is missing.

A field guide for the moments before the standing ovation.

Most leaders see *30 things going on.* She sees 3,000.

On the morning of a high stakes day, the leader is rehearsing one thing: the message. The slides. The keynote. The decision they walk on stage to make.

Meanwhile there are three thousand other moving pieces at that same moment. The food. The room temperature. The line of sight from the back row. The two staff members about to interrupt the leader with an allergy question. The rope on the curtain. The film crew who lost their second microphone.

Most leaders see 30 of those moving pieces. The good ones see 100. She sees 3,000.

The eight micro moments *she watches for.*

These are the moments invisible to almost everyone in the room. They are also the moments where the standing ovation gets earned, or quietly lost.

01 **The first hug.**

Who is the first person the leader hugs after the win lands. That is the person who carried it.

03 **The empty theater.**

Two hours before the doors. The one rehearsal nobody else sees.

05 **The hallway at dawn.**

The travel day before the talk. The hush. The luggage. The held line.

07 **The first hard question.**

The first hostile audience question. Who is in the wings making eye contact.

02 **The bell.**

When the bell rings on the trading floor, who steadies the hand that pulls the rope.

04 **The midnight booth.**

The conversation after the room cleared. Where the next quarter actually gets decided.

06 **The minute before.**

Sixty seconds before the curtain rises. The body knows what the calendar does not.

08 **The drive home.**

After the standing ovation. The car. The exhale. The next thing already starting.

How to use this *before your next big day.*

Before the day.

Print this page. Walk the room. Find the eight moments. Decide who owns each one.

During the day.

Trust the person who knows where the food is and where the curtain rope is. They are not less than the person on stage. They are why the person on stage gets to stay on stage.

After the day.

Find the first hug. Tell them. Out loud. The standing ovation belongs to them too.

ABOUT JULIET WRIGHT

The person who stays for rehearsal.

Strategic advisor. Two-time published author. Twenty three years advising more than two hundred organizations through high stakes moments — book launches, IPO road shows, NASDAQ bell rings, retreats, and the rooms humming with possibility five minutes before the doors open.

Book a 20 minute call

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