



Contact Info:
Leigh Henderson
Managing Director
646-373-4321 (cell)
Leigh@ltr-nyc.com

The LTR Story *Leigh Henderson's Journey Working to Be a Leader*

In 1987, Leigh failed at being a leader of her small public relations agency in Boston, Massachusetts. She failed because her playing field wasn't level and she had lots of obstacles blocking her optimum performance. Her innovative ideas didn't produce positive financial returns, her style wasn't effective with staff, and her emotional intelligence was very, very low.

"You may be able to walk on water, Leigh, but your staff needs to take the bridge." That's what a management consultant told her when delivering the results of her 360° performance assessment. Based on interviews he had with her staff and interns, he advised Leigh to increase her awareness level in order to see a situation from her staff's point of view.

In April of 1987, Leigh decided to give up her failing business and relocate to New York City. While taking a professional "time out" in order to take "bridges," she worked as a temporary secretary with executives in the marketing department at Hertz Rent-A-Car. That led to a permanent administrative job at a boutique marketing firm. She soon outgrew that job and left before finding another one. Poor timing. It was August 1989, a recession was starting.

What did she do then to survive? She got a job temping at an investment bank whose name she couldn't pronounce and whose business she didn't understand. What started out as a two-week assignment turned into more than five years temping at the quiet giant of global finance Lazard Frères & Co. Trying to understand the environment made her feel as if she was traveling in a foreign country without a translator or guide book to help her navigate. Ego issues aside, she felt that sitting at the right hands of the gods of Wall Street was the best on-the-job training she could get and used the *business school that she could afford*.

Leigh left Lazard to be the director of marketing at Anasazi Travel Resources Inc. Downsized after a company merger, Leigh began training and consulting at companies such as Merrill Lynch & Co., Oppenheimer Capital, and Bell Atlantic Mobile.

In 2000, Leigh started Leadership Training Room to help leaders level the playing field of obstacles blocking optimum performance and career advancement with her on-target coaching and consulting services. Included in her client roster are leaders who range from a financial services executive to a health care administrator to a regional sales manager. These talented professionals are "Cs-to-Be™"—high potential individuals with the skills, intelligence, and drive to reach senior and C-level positions, like Leigh's client who became executive director/CEO of a social services agency. Leigh is an adjunct instructor in the management department at the Zicklin School of Business, part of Baruch College, the nation's most diverse campus. The articulate and engaging speaker presents programs on the changing culture of the workplace to national audiences.