



BUILDING YOUR LEADERSHIP PROFILE: HOW TO MAKE YOURSELF RELEVANT

Presented By:

Linda Jimenez, *Chief Diversity Officer &
Staff VP – Diversity & Inclusion*



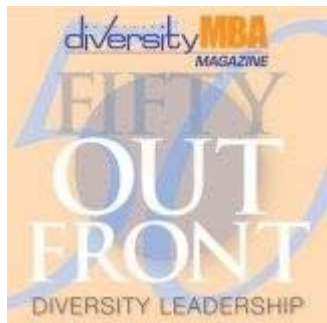
3rd Annual Hispanic Supply Management Summit

February 2010

Our One Minute Infomercial...

- WellPoint is the nation's leading health benefits company serving the needs of 34 million members nationwide
- WellPoint is included in the S&P 500 index.
- One in nine Americans receives coverage for their medical care through WellPoint's health plans.
- WellPoint is Indiana domiciled and is a Blue Cross or Blue Cross Blue Shield licensee in 14 states: California, Colorado, Connecticut, Georgia, Indiana, Kentucky, Maine, Missouri, Nevada, New Hampshire, New York, Ohio, Virginia, and Wisconsin.
- We offer a broad range of medical and specialty products.
- 2nd largest Fortune 50 company with a female President and CEO.

AWARDS AND RECOGNITION



Setting the Stage ...

“Latino leaders have every reason to be proud of our accomplishments, but absolutely no reason to be satisfied with the progress of our community.”

Micky Ibarra, founder – Latino Leaders Network



"Are You Prepared for
the Unexpected?"



"Recession / Layoffs /
Joblessness – What Does
It Mean For YOU?"



"Profits before Patients: Public Option will End Injustice"
"Health Reform Could Triple Rates"
"Public Option Push in senate Comes with Escape Hatch"



What headlines are topping your industry?

How are they deterring you from being more relevant?

What other external aspects of your life deter you from being more relevant?

What keeps us from being more relevant. . .

- **Family**
 - What about “family at work”
- **Wellness**
 - What about your performance on the job
- **Time Management**
 - How much is on your plate?
- **Friendships**
- **Building Skill Sets**

Role Models...

Who do you admire?

**What makes you see them as
being successful?**

Why are these characteristics important?

Keep Contributing...

**What have I done to ensure my ability
to contribute in this
changing environment?**

FOCUS...

DRIVE...

ADAPTABILITY TO CHANGE...

MENTORING...

Finding the Right “Fit” . . .

Question --- can we assimilate and should we sacrifice our cultural values and styles in order to succeed in the corporation?

“If I am going to make it to VP and above, and if I adapt to the many hurdles before me, will it be worth it or will I cease to exist.”

My Top Ten List ...

- (10) Take Initiative – Volunteer – Don't Let Opportunities Escape**
- (9) Focus on Your Priorities – Deliver on Your Commitments**
- (8) Control Your Destiny – Dream Big – Tomorrow Isn't Promised**
- (7) Develop Powerful Networks**
- (6) Know Yourself – Be Genuine and Act With Authenticity**
- (5) Seek Out Mentors**
- (4) Admit Your Mistakes, Learn From Them and Push On**
- (3) Have a Positive Attitude of Gratitude – Act With Humility**
- (2) Be Curious – Ask Questions – Engage in Continuous Learning**
- (1) Expand Your Horizons – Take Intelligent Risks**

And Now It's Up To You ...

What are 3 things you will start doing tomorrow:

1. _____

2. _____

3. _____

DID WE MAKE YOU THINK?



Questions?

Comments?

Thoughts?

THANK YOU!

Contact me at:

linda.jimenez@wellpoint.com

Visit us at:

www.wellpoint.com/diversity

www.careersatwellpoint.com