

# Negotiating from the Heart with Executive Presence: For Attorneys & Tech Professionals

## Part 1

*Show up grounded, clear, and courageous — where leadership meets legacy.*



*"A Positive Outcome still matters. Excellence still matters.  
But lasting success — the kind that builds loyalty, inspires innovation, and creates  
cultures people want to belong to — requires more than mastery.  
It requires connection, adaptability, and the courage to lead with heart."*

## **The Next Frontier of Leadership**

For decades, law and tech have celebrated the same formula: power, precision, performance. We were trained to be right, to win, to never let emotion interfere with logic. That training built entire industries — and also built distance.

Today's world demands something different. The measure of leadership has evolved from How much can you get? to How much can you give without losing your edge?

True authority no longer comes from control — it comes from presence. From leaders who can hold pressure without disconnecting. From those who can see the people across the table as collaborators, not competitors.

## **Negotiation as the New Leadership Standard**

Negotiation becomes leadership when clarity meets compassion. When you can balance intellect with empathy, and decisiveness with understanding, every conversation becomes an opportunity for influence that lasts.

This is not soft leadership. It's strategic humanity — where results and relationships are equally non-negotiable. It's how the best retain their best. It's how top firms become award-winning cultures.

## **From Power Over to Power With**

In traditional leadership, power meant control.

In modern leadership, power means connection — the ability to create alignment under pressure, to lead conversations that invite truth instead of fear.

Negotiating from the Heart with Executive Presence is the practice of leading from strength and compassion simultaneously. It's how clarity and courage evolve into calm authority — the kind that influences without intimidation.

## **What Leaders Learn Through This Work**

- Show up grounded, even when stakes are high
- Listen beyond words and hear what's unsaid
  - Balance accountability with empathy
- Ask questions that uncover what truly matters
- Lead with confidence that earns trust — not demands it

## **The Human Advantage**

Law and tech are powered by intellect — but sustained by humanity. When leaders integrate emotional intelligence with strategic clarity, teams don't just perform better — they stay longer, innovate faster, and lead with greater loyalty.

Negotiating from the Heart with Executive Presence teaches leaders to turn pressure into presence and conversations into catalysts for growth.

Because connection isn't the opposite of success — it's the source of it.

✧ *"Negotiate not just for the win — but for what endures."* ✧

**Arlene Cohen Miller, JD, AV-Rated Attorney and Professional Certified Coach (PCC),** brings a rare blend of legal rigor, deep emotional intelligence, and heart-centered leadership to every room she enters. Known for her calm assurance, strategic clarity, and compassionate presence, Arlene helps professional women and high-performing leaders negotiate with courage, communicate with authenticity, and lead from a place of grounded strength.

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