



NIKKI MCCORD, COLORADO

“Abandon the Status Quo to Unlock Your Next Level of Success”



Nikki with Danilo Perez and Ron Savage

Nikki McCord shares the following: As I returned to the United States from my [last trip to Panamá](#), I kept thinking about these three words: **Courage. Confidence. Fearlessness.**

These are the three words I impart to my clients to empower them to overcome mediocrity and break free of the status quo. I [speak](#) primarily to business leaders, government officials, and teams - challenging them to examine the practices they undertake that fail to catapult them to the next level of their success. The most satisfying aspect of my work is when leaders come to me, sometimes months after our engagement, and share how they were finally able to get out of their own way to blaze a new path in their personal and team success. I kept repeating these three words - courage, confidence, fearlessness - as I navigated Panamá City. My goal in expanding my business to Panamá is to empower businesses based in Panamá to relinquish past practices that are stifling growth, and instead create new systems that promote team trust and lead to organizational advancement. Business in the United States is not the same as business in Panamá. I needed to break free of my own status quo if I was going to attain business success in my new home. So, during my last trip to Panamá, I purposefully embodied these three tenets.

I courageously asked for help

¿Puedes ayudarme a encontrar el edificio 109, por favor? [Danilo Pérez](#) was kind enough to halt his travels to his next very important meeting and give me directions, taking the time to welcome me to the Panamá Jazz Festival and introduce me to [Ron Savage](#), Executive Director of the Berklee College of Music. (Photo: <https://photos.app.goo.gl/wTa2a6qUfvcm1pFn9>)

I confidently put myself in new situations: I participated in my first African Dance Class and met [Afro Unidad](#) Co-Founder [Janina Walters](#), who welcomed me into the Afro-Panamanian community and spurred my curiosity to learn more about the Black Panamanian contributions to my new home.

I fearlessly stated my intentions: I will sign my first Panamanian business client in 2023! I stated this intention to everyone I met, including Adrian Benedetti, inclusive conservationist, founder, and president of [Fundación Caminando Panamá](#), who is helping to make the outdoors accessible for Panamanians - in a way that centers the Panamanian experience. What is the status quo that you are currently holding onto that is preventing you from accessing the next level of your success? How will you embody the tenets of courage, confidence, and fearlessness to help you overcome mediocrity? You are better than the status quo. Let's overcome it...together!

Nikki McCord, Founder, [McCord Speaks](#) Nikki@McCordSpeaks.com