

# DEH | DEBBIE EPSTEIN HENRY

Consulting | Speaking | Writing

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## I. Overview

Debbie offers presentations and trainings in a variety of formats including delivering keynotes with question/answer periods, conducting fireside chat interviews, facilitating discussions, serving as a master of ceremonies, giving TED-style talks, holding breakout sessions, running workshops, speaking in webinars, moderating panel discussions, or some variation of these approaches. Some clients run a program series over the course of a year or more. The audience and format for these programs that take place in private and public venues and in-person and by video vary from: sessions with management; firm-wide or company town halls; firm-wide, all partner, female partner or female executive retreats; a mix of law firm and client programs; associate and/or partner workshops; staff facilitations; and, women professional, women lawyer, women associate, women partner, and women executive facilitations.

## II. Most Popular Speaking Topics

- 1. Striking the Self-Promotion Balance: Effective Self-Advocacy & Demonstration of Your Value.** How do you find that perfect balance between effectively self-promoting while not being that obnoxious person in the room? Whether you are self-promoting for a leadership opportunity, to get credit for a client matter, to win a pitch or a whole host of other reasons, self-promotion is a critical skill you need to hone. At this session, we will focus on how to creatively demonstrate your value without being transparent or offensive. We will wrestle with the elusive challenge of being a team player while also appropriately seeking recognition for your role. Attendees will leave this session with techniques to help them demonstrate their contribution and gain visibility as well as garner the recognition they both need and deserve.
- 2. How to Speak in Public with Confidence.** Fear of public speaking is the number one fear that people have and it affects up to 75% of the population. Are you among them? If you are, if you have a fear of failure, embarrassment, inadequacy, or something else, it's real and it's holding you back. Regardless of your seniority level, it is interfering with your ability to project confidence, communicate with a client or colleague, participate or run a meeting, win someone's trust, command a room, or present as a speaker. At this session, we will explore how to overcome your public speaking fears by learning the key skills you need to you become an effective public speaker. Through interactive exercises, feedback and concrete strategies, you will learn how to gain the confidence you need to convey the messages and impressions that you need to succeed.
- 3. Building Relationships & Making Your Ask a Give.** Whether you're a junior or seasoned professional, relationship building is critical to your success. Yet when you're junior, you often feel you don't know where to start and when you're more experienced, you may worry that your network has gone stale or you've exhausted your networking efforts. Or, perhaps you are great at building relationships but when it comes time to make an "ask" -- whatever that ask may be -- you often fall short. Not being able to ask for that opportunity or introduction, or ask to represent a client, go on a pitch or be considered for a promotion, leadership role or increased compensation, can significantly impede your success. At this session, you will learn how to unearth new contacts and build meaningful relationships. You will also learn how to master the art of the ask, whether in-person, hybrid or virtual. The trick? Listen and get to know a person's needs, interests and challenges. Rather than frame your ask as a favor, you will learn how you can be a resource. You will leave this session armed with action steps and inspiration to tap into your network, be generous and provide value while learning to ask for what will propel yours and your contacts' careers forward.

4. **Leadership, Executive Presence & Communication.** Many of us admire great leaders but we don't know the characteristics that make them successful. Increasingly, executive presence is being recognized as a key component to inspirational leadership. At this session, we'll unpack the research on executive presence and delve into the three reported anchors of successful leadership – gravitas, communication and appearance. We'll delve into how to show integrity and project vision, how to command a room and how to engender confidence from colleagues and clients. We'll also explore how to communicate effectively by listening and getting to know your audience. Through in-depth exploration, participants will uncover the mystery of executive presence and begin building both the awareness and the skills to get there.
5. **Blueprinting for Success: Developing Plans for Success in Sponsorship, Self-Advocacy, Networking & Leadership.** In today's competitive workplace, it is no longer enough to be a top-notch professional. What are the intangibles that differentiate those professionals who thrive and those who wither? During this session, attendees will discover four challenging areas where professionals should focus. These include: 1. Sponsorship and Strategic Alliances; 2. Self-Advocacy; 3. Networking; and, 4. Leadership and Executive Presence. After gaining an understanding of the challenges, attendees will learn tangible steps to better navigate their way. Attendees will leave this event, armed with feedback and inspiration, to develop the skill sets they need to gain the success and status they want.

### III. Biographical Background



**Debbie Epstein Henry** is a lawyer turned entrepreneur, author, and public speaker with an expertise in careers, women, workplace dynamics, and law. Debbie runs [DEH Consulting, Speaking, Writing](#) and serves as a keynote speaker, master of ceremonies, interviewer, facilitator, and moderator at private retreats, public events, and conferences. She also consults and works as an advisor to companies and law firms. Debbie's international work includes engagements in Paris, Madrid, Vienna, The Hague, London, and more. Hundreds of news outlets have featured her work including *The New York Times*, NBC Nightly News, *The Wall Street Journal*, and National Public Radio.

Debbie runs the [DEH Speaker Series](#), hosting programming with thought leaders that draws hundreds to 1,000+ participants per quarter. She also hosts the podcast, [Inspiration Loves Company](#), exploring how to do and be better at life, work, and everything in-between. Debbie wrote two best-selling books, *Law & Reorder* (author) and *Finding Bliss* (co-author), and she conceived of and co-ran the Best Law Firms for Women initiative for a decade.

Debbie built a national network of 10,000+ lawyers and co-founded Bliss Lawyers. Nine years later, she co-facilitated the successful acquisition of Bliss by its largest competitor, Axiom, the global leader in high-caliber, on-demand legal talent.

Debbie is the co-founder of Brooklyn Law School Women's Leadership Network and chair of the Women's Leadership Circle, which runs the Network. She is the immediate past president of The Forum of Executive Women, a membership organization of the top 600 women in business in the greater Philadelphia region.

Debbie has received numerous awards including the Distinguished Service Award from Brooklyn Law School for co-founding and chairing the Law School's national women's law student and alumnae initiative. She also received the Anne X. Alpern Award, presented annually to a female lawyer who demonstrates excellence and makes a significant impact on women in the law. Debbie received a B.A. from Yale and a J.D. from Brooklyn Law School, *cum laude*. A native New Yorker, Debbie and her husband recently returned to the New York area; they have three sons.

To learn more about Debbie's work, watch this [2 ½ minute sizzle reel](#) and [2 minute podcast trailer](#) which capture highlights of her speaking style. You can also visit her [website](#) to see her [public speaking engagements](#), [video clips of representative speaking](#), [podcast episodes](#), [overview of her speaking services](#) and more.