

# ACE WOMEN'S Network™ Michigan

*Mentoring Mondays*  
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## *What Type of Connector are you?*

In today's era, we are not just connected – we are over-connected. The average amount of time we spend on email and online meetings is growing exponentially. Research tells us that in today's world, it is not about being a connector. It is about how we connect intelligently with our resources.

In an interview between Marshall Goldsmith (*author and leading business coach*) and Erica Dhawan (*Founder & CEO of Cotential and the world's authority on Connectional Intelligence*), we learn that there are three types of connectors you need to lead dream-teams today:

1. **The thinker:** Thinkers are great at connecting around ideas. They know how to bring together different ideas. They have a lot of curiosity and courage to think in new ways.
2. **The enabler:** Enablers are the awesome community builders. They know how to bring together all the right people. They are the traditional networking types.
3. **The executor:** Executors are the people who are great at mobilizing – “*get things done.*”

So, think about it: once you have an idea (**thinker**), you get the right people (**enabler**), and you mobilize and turn it into action (**executor**). And, it is not about being the best at all of these yourself; it is about designing a team that leverages your style as a leader.

The best leaders understand their own style and are mindful of tapping into the diversity of their network and skills that are different than theirs as they are building teams to get big things done.

**Note:** To review the entire interview, log onto <http://www.marshallgoldsmith.com/connectional-intelligence>