



Developing Core Leadership Competencies: Building a Foundation for Growth

February 27, 2025 | 2:00-3:15 PM ET

Session Summary

On February 27, 2025, the IPA's 2025-2026 Rising Leaders cohort heard from **Cara Eickholt, Head of Human Resources for LaSalle Americas**. Cara's insights on career development, leadership competencies, and personal branding provided an excellent roadmap for growth in the alternative investments space.

Key Takeaways:

- *Success Factors*: Strong leadership, technical acumen, industry knowledge, and effective communication are critical to career progression.
- *Own Your Career*: Be proactive, seek out learning opportunities and take on challenges that push you beyond your comfort zone.
- *The PIE Model*: Career success is driven by Performance, Image, and Exposure—delivering results is essential, but visibility and reputation matter just as much.
- *Leadership & Influence*: Great leaders build trust, develop talent, and foster diverse perspectives—success is about empowering others, not just individual achievement.
- *Career Enablers*: Taking on high-impact roles, developing cross-functional expertise, and maintaining a strong personal brand will accelerate your growth.

Next Steps:

- Reflect on where you are in your career—where do you want to go, and what's your plan to get there?
- Identify one action item from the session to implement in the coming months.
- Continue to build your network—mentors, sponsors, and peers are invaluable.