

LYDIA FENET

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Success is not given, nor it is inherited. It's a cumulative process. It takes time and resilience, patience and devotion. Courage and the ability to get up quickly after every failure are essential. It's neither perfection nor the end result. It's a perpetual quest for reinvention and the ability to thrive. It's a state of being.

Lydia Fenet, the Managing Director and Global Head of Strategic Partnerships at Christie's, is the embodiment of creating success on her own terms. Subdued yet intense, skillfully alternating a refreshing candor with a mysterious reserve, Lydia was born in a small town—Lake Charles, Louisiana, which grants her a combination of Southern charm and English sophistication (her mother's side).

Vacationing in England every summer as a child, Lydia fell in love with different cultures, and she used that to her advantage: "I realized early on that the world was bigger. Being a global citizen means understanding that people live in different ways. Pushing ourselves outside our boundaries to be able to relate to others is what gives us the opportunity to grow beyond limitations."

The busy mother of three somehow manages to have two jobs under the umbrella of one company that has been her beloved home for over twenty years. As a strategic partner, she is known to have orchestrated some of the most meaningful collaborations for Christie's while her passion for benefit auctioneering drove her to raise over half a billion dollars for non-profits. What's her secret? "I am great at failing. I'm not scared to try new things in my job. This is who I am at the core: I am always looking for a challenge, and I love a good hustle!"

Lydia consistently makes a fashion statement, and people expect her to brighten up a room with eclectic choices. Her favorite colors are red and fuchsia. "There is nothing like a brunette in red!" she says with a lovely smile. After spending time with her, you realize that her magnetism is rooted in her straightforward and determined attitude. She is real. "Authenticity? You have to own it. Be confident in your choices even when you make a mistake." She has been onstage at least 1500 times as a speaker and auctioneer; she admits that every time she's made a mistake, she has communicated it to the audience. "The crowd warms up to you once you have an honest dialogue with them. We were not born to be perfect. We were born to be relatable and inspire each other."

Lydia is a master negotiator. She basically created her job at Christie's and understood early on that if you don't ask, you shall not receive. Why do women feel more intimidated than men to ask for a raise in today's world—is it societal? Lydia thinks it has something to do with the way we were raised. "I believe in equality. Men are our great collaborators and partners. Both genders are re-thinking and re-learning the world. The principles have changed, and we are heading towards equal opportunities. It will take time, but we are certainly on the right path because we have opened doors towards straightforward communication."

Her newly released book, *The Most Powerful Woman in the Room Is You*, is an intentional love letter to every woman out there who wants to follow her dreams and to every man who wants to support her. The chapters reinforce the importance of speaking one's truth and being confident in one's decisions. Giving equal importance to every person you meet has great long-term benefits: "There is a wealth of great people out there. Don't you dare to miss out on them—network or die!" Lydia says, borrowing her father's favorite quote.

Ms. Fenet skillfully capitalizes on her greatness: she unapologetically owns her craft. She is a corporate entrepreneur with great ambition and diplomacy, traits that have served her well in making her mark in a field dominated by men. And obviously, she masters the art of slamming that gavel!



THE ART OF SUCCESS
SEALED WITH A GAVEL

THE ESSENCE OF JOYFUL LIVING

THE HEDONIST

ANTHONY HAMILTON

A WALK THROUGH THE SOUNDS OF HIS MUSIC

TIFFANY PANHILASON

MENTARI | WALKING THROUGH LIFE WITH PURPOSE

BRIAN J. WHITE

JOY IS KEY IN ALL ASPECTS OF MY LIFE

ROCHELLE AYLES

I AM WHAT I BELIEVE MYSELF INTO BEING

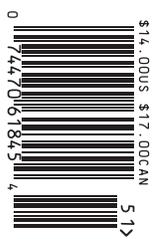
MARTIN FRITSCHES

ROLLS-ROYCE MOTOR CARS AMERICAS

ROSELYN SÁNCHEZ

LOVE IS APPRECIATING EACH OTHER

& ERIC WINTER



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