FREQUENTLY ASKED QUESTIONS

These are the questions we hear most often in sales calls. We have also provided our typical answer(s) to each question.

01 What makes your program different?

Our "secret sauce" is Dr. Sharon's transformation model that won an award from the Center for Creative Leadership. In the model, Dr. Sharon identifies three conditions that make a training program successful and transformative: intensity, duration, and frequency. These three conditions are embedded into every training program that Inside-Out Learning develops to ensure they are highly effective.

02 What results have your clients experienced?

The Authenticity Code™ Program has benefits for the individuals who participate, but also for the organization as a whole. As a result of our program, some clients have seen between 40-80% promotion rate and up to 90% retention rate of those who attend (including for diverse participants). Presentations prepared in the program have led to billions in sales. We see a positive impact on organizational business results and brand reputation by improving participants' leadership and influencing skills. Participants are able to present authentically and with meaning, including being asked to represent the company both internally and externally.

03 What program is the best for us?.



The best program for you depends on your goals. If your goal is to have large scale and low cost, then the app is best. If it's to have moderate scale and cost with a higher level of mastery, then the Virtual Program is best. Finally, if your goal is to train a few, select leaders but with high mastery, then a multi-day, in-person program would be best.

04 How can the program be customized for our company?

You can customize in two ways. The first is to include an actual presentation from within your company as the role model presentation example for participants. The second is to include and analyze the audiences that the participants will be in front of for the Audience Understanding Matrix.

05 How much lead time do you need?

Three weeks from the time the program goes on contract. If adding customization, then four weeks.

06 Can we talk to client references?

Yes, list available upon request.