Our Vision | Our transformative learning programs develop and inspire today's global workforce and society.

Our Mission | We elevate people, teams, and organizations to perform at their highest potential.

Our Capabilities

Leaders | Teams | Organizations

Leaders

- The Authenticity Code™: Authentic Presence & Presentation Skills
- Speaking Coaching
- Executive Coaching
- 20+ Training Modules
- Highly Scalable Mobile App Learning Journeys
- Using AI in Leadership

Teams

- Leadership Team Off-sites
- Resolving Conflict
- Relationship Repair Workshops
- Working Effectively Remotely

Organizations

- Creating a Culture of Care
- Enhance Customer Relationships
- Change Management
- Train the Trainer Programs

Customized programs delivered in-person, virtually, or via mobile app. (Short modules to multi-day programs)

Results

- 38+% promotion rate
- Significantly improved presentations
- Saved important team/client & supplier relationships
- Developed leaders to facilitate training and culture change programs
- Effective knowledge transfer
- Customer contract extensions
- Higher leadership competency scores
- Improved employment
- engagement scores
- Higher customer award fees
- Billions of Sales

"Because of your program and coaching, we received an outstanding on our oral presentation and we won a $383M contract with the AF."

Differentiators

- TS/SCI consultants
- Center for Creative Leadership award-winning transformation model
- Over 3000 programs to date
- Consultants have 20+ years of training / facilitation experience
- Global team
- Award-winning book

Current & Past Clients

Alder
American Express
Arco
ASCPA
AstraZeneca
The Boeing Company
Commit Agency
Dexcom
E*Trade
Exxon/Mobil
Fannie Mae
Federal Reserve Bank of San Francisco
General Electric
Holy Cross Hospital
NRO
Momentus
Praxair
PSEG
Quest Diagnostics
SRP
Syngenta
Stanley Tools
Tuskegee University
Tyson
Volvo
WBENC

INSIDE-OUT LEARNING INC
Transformative Learning That Lasts

Company Information

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CAGE: 7HV66
D-U-N-S: 809749638
Incorporated: 2000, PA; Registered in AZ

WBENC/WEConnect INTERNATIONAL WOMEN OWNED
PLATINUM SUPPLIER PROGRAM
DISABILITY-OWNED IN BUSINESS
WOMEN PRESIDENTS' ORGANIZATION
Certified SBA WOSB Woman Owned Small Business
THE WALL STREET JOURNAL. BEST SELLER
USA TODAY BESTSELLING AUTHOR
AXIOM Business Book Awards

Company Summary



Inside-Out Learning has successfully delivered over 3000 global transformational programs over the past 25+ years. Inside-Out Learning's (IOL) founder and CEO, Dr. Sharon Lamm-Hartman, is the recipient of the prestigious Center for Creative Leadership Walter Ulmer Award for her work in transformative learning. We understand that all transformation begins from the inside-out with authenticity. IOL's team of 40+ consultants create lasting change by building Intensity, Frequency, and Duration into everything we do and have been featured in The New York Times, Forbes, and Oprah's, 'O' magazine.

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Some of Our Programs Include:

The Authenticity Code ™

IOL's leadership development training and coaching programs help increase employee engagement, promotion, retention, and revenue while supporting leaders in taking their presentations to way better than their past best. We consistently receive 5-star ratings from our clients. Training and coaching program modalities include virtual, in-person, an innovative mobile app, and a WSJ & USA Today best-selling, award-winning book.

Your Presence
Warmth *Clarity* **Integrity** Polish/Poise
Thoughtfulness **Sincerity** Inspiration *Confidence*
Trustworthiness Openness *Passion* **Respect**
Authentic Brand *Etiquette* **Professional Image**
Being Politically Savvy

+

Your Audience
Know Your Audience *Reading Your Audience*
Fielding Audience Questions
Tailor Your Message to Your Audience

+

Your Presentation
Formula for Presentation & Storytelling Success
Attention-Getting Opening **Executive Summary**
Agenda *Clear Body Message* **Finish Strong**
Creating Compelling Visuals
Completion & Practice of Actual Presentation
Video Reviews

=

Your Success

"Bottom line, I will never make a presentation the same way again after receiving the Authenticity Code™ Coaching…We usually see a chart with a ton of data and bullets all the way down the page… I would say that leveraging the storytelling skills in my presentations, it really increased my ability to connect with folks…and senior leaders who I interact with on a daily basis."

Marcus Cooke
Sr. Director, Contracts
The Boeing Company

Leadership and Speaking Coaching

1st Month

- Initial Meeting/2-4 hours, F2F (preferred) or virtual
- Robust verbal 360 interviews with up to 15 peers, direct reports, managers, and customers with analysis and report (optional)
- Bi-weekly virtual or in-person coaching (1 hour)

Months 2-4*

- Co-Creation of a Development Plan
- Bi-weekly virtual or in-person coaching (1 hour)
- One round of check-ins with key stakeholders (mid-way through coaching) (optional)
- Periodic check-ins with direct manager
- One "shadow" observation day (optional)

Months 5-12*

- Bi-weekly virtual or in-person coaching appointments
- Periodic check-ins with direct manager
- Close out report
- Optional final verbal interviews with up to 10 peers, direct reports, managers, and customers with analysis report

6-12 months or 10-hour packages.

"Best coach I have ever worked with"
"I got promoted into my ideal job because of this coaching"

Leadership Team Offsites

Through a needs assessment we determine priorities that your team needs to focus on. Focus areas could include vision, strategy, role clarity, team building, conflict resolution, decision making or problem solving. We then custom design an off-site around your team's prioritized focus areas. We have proven tools and techniques to help your team learn from your past and transform into your desired future.

"You saved a program that is integral to our national security!"

Director of a
Government Agency

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