

5-DAY IN-PERSON PROGRAM

Expected Outcomes | Participants become more authentic, engaging, and high performing leaders with advanced executive presence, storytelling, & presentation skills. Documented results include substantial increases in sales, promotions and DE&I.



Time

47 hours of program time



Format

In-Person facilitation with workshop hours



Participants

14 participants with 6 IOL Team Members (2 facilitators coaches, 2 video reviewers, 1 program coordinator/data visual coach, 1 A/V tech/data visual coach)



Audience

Intermediate to Advanced (some beginners may attend)



Application

6+ rounds of longer coaching (1 pre, 4 during, 1 post)
3+ rounds of practice delivering real life presentations
3 video reviews (2 during and 1 post-program)

Key Topic Areas

- Formula for Presentation & Storytelling Success
- Virtual Presentation Tips
- Creating Compelling Visuals
- Authentic Executive Presence Qualities w/ Company Values, Culture, & Executive Competencies
- Authentic Executive Brand Statement
- Non-Verbal Communication
- Use of Environment
- Audience Understanding Matrix
- Style Recognition
- Know Your Audience
- Practice and Coaching
- Know Your Audience Activity
- Giving and Receiving Feedback
- Reading the Audience
- Fielding Audience Questions
- Being Politically Savvy
- Optional: Dining Etiquette
- Optional: Media Training

| PRE-PROGRAM | DAY 1 | DAY 2 | DAY 3 | DAY 4 | DAY 5 | POST-PROGRAM |
|---|---|--|---|--|--|---|
| Participant Kickoff Meeting Questionnaire Personalized One-Hour, One-On-One Pre-Consult Interview Individual Participant Benchmark Video Recorded Presentations Manager Expectation Meeting | 8:00 AM – 5:00 PM Program Introduction Authentic Executive Presence Qualities (EPQ) w/ Company Values, Culture, & Executive Competencies Executive Brand "Formula" Presentation & Storytelling Success Overview "Formula" Know Your Audience Optional: Cocktail and Dinner Etiquette Training | 8:00 AM – 9:00 PM Kickoff & EPQs Style Recognition "Formula" Attention-Getting Opening "Formula" Executive Summary Storytelling Frameworks Data Visualization Explain Workshop <u>Workshop Activity 1</u> Individual Participant Video Reviews 1:1 Coaching Prepare and practice your presentation | 8:00 AM – 5:00 PM Kickoff & EPQs Giving and Receiving Feedback 1st Participant Presentations Communication : Verbal/Non-Verbal Reading Your Audience Virtual Presentation Tips Fielding Audience Questions Formula: Agenda, Clear Body Message, & Finish Strong | 8:00 AM – 9:00 PM Kickoff & EPQs Being Politically Savvy Managing the Physical Environment Explain Workshop <u>Workshop Activity 2</u> Individual Participant Video Reviews 1:1 Coaching Prepare and practice your presentation | 7:30 AM – 2:30 PM Kickoff & EPQs 2nd Participant Presentations Individual Peer & Expert Feedback Action Planning Graduation 2:30 Program Close | Individual Participant 45-Minute Video Reviews and Recap of Feedback Personalized One-Hour One-On-One Post-Consult and Coaching Follow-Up Manager Debrief Meeting |



WHO WE ARE?

Inside-Out Learning is a global consulting firm based in Arizona. We change people from the inside out with our in-person and virtual programs, helping them transform their companies with increased employee engagement, improved retention, increased promotions, and revenue growth.

Over the past 20+ years, IOL has saved our clients over \$1 billion dollars by helping improve organizational dynamics, increase employee engagement, raise retention rates, and develop next-generation executives. We have also helped our clients win over \$2 billion dollars in new business with our Authentic Presence and Presentation Skills program.

We know how to transform leaders with our award-winning research and have the bottom-line results to prove it. We look forward to working with you and your most important asset, your people.

IOL MISSION

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

IOL VISION

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

IOL SERVICES

Leaders | The Authenticity Code™, Leadership Coaching, , Keynote Speeches

Teams | Leadership Team Off-Sites, Relationship Repair Workshops, Virtual Workplace Engagement, Training Modules

Organizations | Culture Change Programs, Change Management Consulting, Developing a Coaching Culture, Enhancing Customer Relationships, RFP & Sales Consulting, Diversity & Inclusion Workshops

IOL IMPACT

Developing next generation of leaders. Authentic, engaging leaders, better prepared for their next level positions.

50+% promotion rate and 90% retention rate.

