

Conceived, designed and created specifically for leaders looking for their 'next step'

shirlaws
Love Enterprise



# Why?

### Because you believe...

Being a leader means inspiring action in others in pursuit of common objectives.

You can be a more powerful catalyst to spark change.

This is the right time to focus on leadership to move forward.

## And yet...

You sense a gap between what you believe and the results you know you can achieve, both for yourself and your organisation.

You feel that leadership is partly innate but can always be taught.

What if you could go beyond belief to deepen skills, change behaviour and so:

- · Authentically model behaviour in a way that inspires others to follow;
- Create deeper and more effective working relationships;
- Support culture change to positively impact results, productivity and projects.





# What?

Access a proven methodology for leadership growth.

### **More Money**

- Enhance your personal brand and communication skills.
- Support change in culture to positively impact results, productivity and projects.
- Broaden your network of senior executive colleagues.
- Learn how to have meaningful conversations that draw people in.
- Create bottom line impact through reduced overhead and more productive employees.

### **More Time**

- Grow your spheres of influence.
- Understanding your strengths and blocks.
- Recruit and retain more effectively.
- Mentor and coach new leaders with systems they can duplicate for their teams.
- Create deeper and more effective working relationships.

### **Less Stress**

- Learn to balance and sustain your energy for the work of leadership.
- Develop clear action plans.
- Strengthen your external influence skills with Boards, shareholders, partners and other critical stakeholders.
- Optimise your results with success-focused accountability.
- Develop deeper connections by knowing what to say and when to listen.





## How?

Learn and be supported to apply the skills and tools you need to transform your organisation and grow as a leader.

#### 6 events...

Experience 6 intensive, interactive, one-day workshops tailored, designed and created specifically for leaders by Shirlaws, one of the world's leading business coaching organisations.

#### 4 site visits...

Included in the programme are 4 implementation visits to your site which will take place in between the group workshops, and will provide 1-2-1 support to implement the learnings and systems.

### 3 Shirlaws indicators...

Access 3 Shirlaws indicators designed to explain what happened in the past, and indicate how people will behave in the future:

- **TFK:** How your personal communication style relates to others, enabling you to communicate effectively with your team and create unity.
- **Risk:** Enables you and your team/business to make faster, more aligned strategic choices, allowing your management team to outperform the competition.
- **ELM:** How your leadership aptitudes support your current role, where you fit within your team and organisation and how you could develop your future role.





### 1 end of programme dinner...

Be inspired by your fellow attendees and discover how your learnings have been implemented across other organisations. Hosted by Kai Murray.

### over 12 months...

To help create a significant and sustainable difference, our events immerse you in an indepth focus on key areas proven to impact leadership growth over a span of 12 months.

# with global perspectives...

Events are designed by Shirlaws then lead by key members of the global Shirlaws community. By having further, internationally renowned Shirlaws coaches lead events, additional global perspectives add an extra dimension to the programme.

# + changed behaviour

Powerful leadership begins with a choice for changed behaviour. Here's your chance!

Our most successful participants are open, honest, courageous and act on what they learn.





# **Overview: Programme Series**

The leadership to help you grow...

### **Event 1: Foundation for Leadership**

- What is Leadership?
- Capability Score card
- Techniques and methodology of coaching
- Building the foundation stones

# Event 2: Personnal Strategy for Leadership

- Vision
- Blockers
- Stepping stones
- Personnal positioning
- Capability

### **Event 3: Communicating your Leadership**

- Creating meaningful conversations
- Five management skills, five layers of learning
- Presence & presenting

### **Event 4: Business Tools for Leadership**

- Growth Management Systems
- Capability model
- Capacity model
- Functionality model

### **Event 5: Growing your Leadership Asset**

- Revenue system
- Product ACM framework

# **Event 6: Building Your Community & Leveraging Your Asset**

- Strategy system
- Brand
- Positioning
- Increasing the business multiple





# When and where?

Invest in yourself and grow your leadership skills...

### **Dates:**

Session 1: Wednesday 9th September 2015 Session 2: Wednesday 4th November 2015

Session 3: January 2016 Session 4: March 2016 Session 5: May 2016 Session 6: July 2016

### Venue:

Sheraton Hotel, Edinburgh

### Investment:

Initial payment of £2000 + VAT to secure your place (spaces are strictly limited to 12 delegates), followed by 8 monthly instalments of £800 + VAT.

# Secure your place by registering here

### **Contact:**

For more information, please email kai.murray@shirlawsgroup.com