Possible Leadership Development
Workshop Topics to Consider

1. How to Plan Like a Leader
Those who don’t plan their success usually work for someone who does. You will learn:
   • The key elements of creating a business plan
   • The process of creating and implementing a plan
   • Why the plan needs to be in writing

2. Embracing Accountability
As a leader you must embrace accountability for your performance, actions and behaviors while holding others accountable for theirs. You will learn:
   • The value of embracing accountability
   • The difference between responsibility and accountability
   • The steps necessary to hold others accountable

3. How to Transition from Manager to Leader
Understand the characteristics, qualities and attributes of proven leaders. You will learn:
   • The difference between management and leadership
   • The traits of successful leaders and how you can develop them
   • How to evaluate your progress as a leader

4. Creating a Team with a Positive Can-Do / Will-Do Attitude
Not every team is high performing but it’s important you know how to create one. You will learn:
   • How to create a can-do / will-do culture
   • How to select the right players for your team
   • How to get those who are not on board to be on board.
5. It’s Not About You
As a leader, it’s critical to your success that you develop those under you. You will learn:
• The importance of professionally developing those on your team
• How to create an environment of continual learning
• How to be a great mentor and coach

6. Communication Strategies That Will Fully Engage Your Team
Capture the attention and excitement of your team with stellar communication skills. You will learn:
• The true cost of a team that is not fully engaged
• How to master the art of a stump speech
• How to create and leverage a focal point for results

7. How to Aggressively Defending and Growing Market Share
To achieve optimal results and growth you will need effective sales territory plans. You will learn:
• How to properly perform and benefit from a S.W.O.T analysis
• How to prioritize your tasks and activities
• How to clobber your competition

8. Leadership and Learning
To stay in the lead you must continue to grow professionally. You will learn:
• Identify and prioritize opportunities for professional development
• New tools and techniques to further develop their leadership skills
• How to transfer the knowledge learned in this session to others

9. Become a Personal Productivity Champion
Managing your time is old school, becoming a Personal Productivity Champion is new school. You will learn:
• The value of time and how to leverage it
• How to eliminate time wasters
• How to allocate your time for optimal success