









Part 1: Enhance Perceptions

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Month 1: Clearly Define Leadership

-  Learn the traits/qualities/expectations of a leader
-  Define what leadership looks like in your organization
-  Identify key areas for growth
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Becoming 3-Dimensional – Desire

Month 2: Develop a Unifying Culture

-  Use historical data, create surveys and observations to assess your current environment
-  Identify the three elements of a unifying culture
-  Identify growth opportunities
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Becoming 3-Dimensional – Determination





Month 3: Identify Important Goals

-  Identify personal and corporate types of goals
-  Identify and document the effect goals will have
-  Identify the steps needed to accomplish the goals – G.R.E.A.T.
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Becoming 3-Dimensional – Decisions





Part 2: Elevate Priorities

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Month 4: Raise Expectations

-  Understand the ramifications of low expectations
-  Clearly articulate what you are responsible for and what your team can expect of you
-  Learn how to clearly communicate expectations
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Keep Your Sales Gears Turning – Prospecting & Contacting

Month 5: Delegate with a Purpose

-  Understand the difference between delegating tasks and delegating decision making
-  Learn how to delegate with a purpose – O.D.S.
-  Create a plan for Supervision
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Keep Your Sales Gears Turning – Presenting





Month 6: Increase Accountability

-  Identify the obstacles of accountability
-  Identify key tracking metrics required
-  Identify the tools needed to increase accountability
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Keep Your Sales Gears Turning – Set-Up





Part 3: Empower People

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Month 7: Communication

-  Discuss the importance of empowerment
-  Identify communication styles employed at your business and its impact
-  Understand the elements of dynamic Communication
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Keep Your Sales Gears Turning – Follow-Up

Month 8: Cultivate

-  Understand the qualities of a strong team
-  Understand what it means to cultivate vs. train
-  The ABCs of Cultivating – Achieve Authenticity, Be the Beacon, Create Camaraderie
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Sales is a Knowledge Game – Know Your Clients





Month 9: Collaboration

-  Understand the benefits of collaboration
-  Understand the differences between collaboration, coordination and cooperation
-  Building fundamentals for a successful think tank in your team
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Sales is a Knowledge Game – Know Your Rivals





Part 4: Exceed Possibilities

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Month 10: Have a Plan

-  Understand the types of plans within an organization
-  Create a rough sketch of your plan
-  Discuss the benefits of having a plan and what it opens up
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Sales is a Knowledge Game – Know Your Solutions

Month 11: Build Leaders

-  Develop a plan for growth for your leaders
-  Identify leadership potential – outline qualities
-  Create leadership activities
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Sales is a Knowledge Game – Know Your Team

Month 12: Become a Visionary Leader

-  Define a visionary leader
-  Understand the difference between training and developing
-  Identify the environment you need to create to foster a leadership ecosystem
- ✓ Leadership Exercise + Collaborative Solutions
-  3-D Sales Table Only: Sales is a Knowledge Game – Know Your Plan