



# 2022 LEADERSHIP PROGRAM SESSION DESCRIPTIONS

## Program Structure

The Leadership Program will consist of four, facilitated sessions scheduled between March and November 2022 in addition to a cocktail party for networking and introductions of participants prior to the first leadership session, and a lessons learned concluding session and graduation ceremony.

All sessions, except the kick-off cocktail party and Session 2, will be held at CoreTrust located on the 6th floor of 1700 Market Street, Philadelphia (light breakfast will be provided). Each event date and time is listed below.

The kick-off cocktail party will be hosted at the Pyramid Club, located on the 52nd Floor of 1735 Market Street, Philadelphia; Session 2 will be facilitated virtually.

## Program Schedule

<b>Monday, March 21</b> (5:00pm – 7:00pm)	Kick-off Party
<b>Tuesday, March 22</b> (8:30am – 12:30 pm)	Session 1
<b>Tuesday, April 26</b> (9:00am – 11:00am)	Session 2
<b>Tuesday, June 7</b> (8:30am – 12:30pm)	Session 3
<b>Tuesday, September 13</b> (8:30am – 12:30pm)	Session 4
<b>Tuesday, November 1</b> (9:00am – 11:00pm)	Graduation

## Session 1: Definition of Leadership

A moderated panel of industry leaders will discuss their definition of leadership. Through a Q&A session, you will hear their individual stories of success, risk and failure, and what leadership means to each of them. This session will set the stage for your year-long journey of self-discovery, to open your mind to self-evaluation and to help you define your personal definition of leadership.

## Session 2: Communication

### Bring Your Presentations to Life! / The Hybrid Human Connection

Want to improve your presentations? Feel more confident when you speak in public? Successfully navigate your virtual calls? In this fun, interactive two-hour [Graceworks](#) workshop, you will gain a strong foundation for presenting and communicating both in person and online –

in everything from presentations to client meetings, and from networking events to one-on-one conversations.

People learn best when they are involved and having fun. This virtual Graceworks session will include interactive activities such as a fill-in-the-blank worksheet, chats, warm-ups, and good old-fashioned discussion.

In this workshop, you'll:

- Learn how to connect with your audience, large or small.
- Discover how to gain self-confidence as a presenter.
- Understand how to help your listener stay engaged with you.
- Get practical do's — and don'ts! — for conference and video calls.
- See demos of super smart ways to use your slides.
- Experience how essential body language is — in person and virtually!
- Learn how to “reach others through your screen.”
- Discover technical must-do's for making virtual human connections.

**Presented by:**

**Carol Doscher**  
President &  
CEO (Chief  
Encouragement  
Officer),  
Graceworks



Carol has been captivating audiences since she performed in Broadway's "Sweeney Todd." For this former actress turned trainer and coach, it's not so far from the boards of Broadway to the boardrooms of America.

Since founding Graceworks in 1995, she's trained thousands of professionals globally to make that vital human connection in sales presentations, client meetings and lectures. Featured in The New York Times and on "Bloomberg Television," Carol also has published numerous articles on presentation and communication skills. Prior to her current work, she marketed design and construction services for many years.

Responding to the growing need for the human connection in the corporate world, Carol is a certified practitioner of Whole Brain® Thinking — a great tool to help people understand and leverage their own thinking preferences.

**Kurt Robbins**  
Freedom  
Finder,  
Graceworks



Kurt has more energy in his pinky finger alone than most of us have in our whole body. For more than 12 years, he's been bringing every bit of that energy, flexibility and intuition along with his experience working with Fortune 500 companies to help Graceworks clients connect with

clarity, purpose and passion. An insightful, gifted coach, Kurt has trained thousands of corporate professionals to make The Human Connection®. He's smart, creative, fun, and above all, has a huge heart for helping people.

In addition to training corporate professionals, as an actor Kurt has performed in film, on stage and has traveled the world acting and singing. He is also a trained practitioner of Whole Brain® Thinking, a powerful tool to help people connect with a wide variety of humans. Finally, Kurt plays a critical role in developing new workshops for Graceworks, creating our communication videos and cultivating trusted relationships with our clients.

### **Session 3: Self Awareness**

Predictive Index behavioral assessment is an untimed, free-choice, six-minute tool that is scientifically validated for measuring a person's driving motivations in the workplace. Scientifically established correlations between behavior assessment factors and key workplace outcomes are measured based on 4 key factors of behavior: dominance, extraversion, patience and formality.

#### **Presented by:**

**Joan Marshall**  
Certified Talent  
Optimization  
Consultant, PI  
Midlantic



Joan brings 25+ years of diverse experience in executive Human Resource functions to her role. Prior to joining the Predictive Index family in 2002, she worked as a Human Resources leader for companies such as Towers Perrin (now Willis Towers Watson), Grant Thornton, eCal Corporation, American Business Financial Services and the American Red Cross. With more than 18 years of experience supporting her clients, she enjoys combining her HR leadership experience with the power of PI's Talent Optimization tools to help her clients achieve their goals, create fully engaged teams, and build strong corporate cultures.

Joan enjoys coaching leaders and emerging leaders, utilizing her training and certification in Core Energy Coaching (iPEC) and Emotional Intelligence Coaching (EQi 2.0). In addition, she has created and delivered powerful leadership skills training programs to non-profit and for-profit organizations.

## Session 4: Team Building & Motivation

Pulling on all the learnings from the first three modules, this session brings everything together and applies them to your specific circumstances. The goal is to develop a plan, a roadmap for how to implement your learnings beyond this program. With that in mind, this module is broken into two sections, planning and execution to help you take action right away.

We begin by planning and thinking strategically about where you are, where you'd like to go, and why. Using the Team Performance and Development Matrix, you will perform a self-assessment in relation to Basic, Foundational, Advanced or Best in Class levels of leadership and team development skills. This guides the goal setting process and helps you clarify growth areas to consider.

The rest of our time dives into learning the three processes that all successful leaders have mastered:

1. Three parts to coaching.
2. How to Delegate.
3. How to hold others Accountable.

You'll walk away with a plan of attack, coupled with the how-tos to implement!

### Presented by:

**Stacey  
McKibbin**  
CEO, Consilio



Stacey leads her team of zealots by her example of passion and enthusiasm that guides leaders to accelerated success. Consilio is a peak performance execution company that believes having a strong Middle Management Suite is the secret sauce of success. From their world class coaching, training, and state of the art AI sales practice portal, Consilio has a proven system that works.

As a Master Practitioner of NLP and student of The Art of Negotiation, Stacey can help blend your corporate objectives with the vision, strategy, and the execution you need for both short- and long-term success. Stacey is also a DISC certified assessment administrator. She believes that this assessment, when utilized within an organization, will open up the lines of communication across every level and will ultimately lead to a more productive and all around better performing team. She is even so bold to claim, "communication changes lives." That's how important this work is!