

How to Crush Your Competition: Prepare Your Management Team

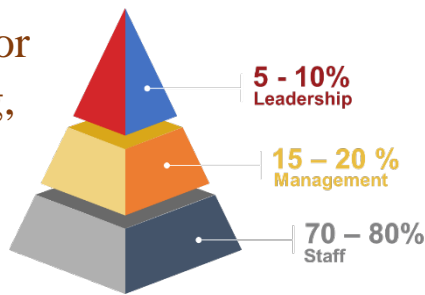
Exceptional Manager Program



The Exceptional Manager Program Improves the Effectiveness of Your Management Team by 40%

The Exceptional Manager Program is the most comprehensive manager training course available. It empowers management teams to think and act more like owners by developing the mindset skills and tools necessary to be the backbone of an Exceptional Company. Participants experience an average of 40% improvement in effectiveness as a manager by the end of the program. Leadership and Management Teams report dramatic improvement in their of their team's performance as a result of the program.

Managers are responsible for the productivity, well-being, and development of most of the company's people.



Program Components

The Exceptional Manager Program is a 12-month program consisting of four-hour session monthly. These 48 hours of applied training, directly optimizes manager potential. Quarterly program components include knowledge transfer videos, in-class experiential learning, hands-on activities, and on-the-job application. Between monthly sessions, participant assignments progressively apply learned elements.

This incremental, multi-modal learning process is proven to achieve higher levels of understanding, retention and successful application of learned elements in the workplace. The underlying learning transformation is a management team that begins to think, prioritize, communicate, and problem-solve like owners.

Leadership and Management

The Exceptional Manager Program includes the entire leadership and management team, from the CEO to the managers. This allows the entire management layer of the organization to gain shared language and vision, creating greater cohesion.

At the center of the Exceptional Manager Program is the Management Wheel. The program dedicates a quarter of time and emphasis to each quadrant, training on skills to help participants effectively manage Self, Staff, Work, and Workplace.

"Ownership Thinking has taught my team how to understand really how the business works overall. So when they start to make decisions for their groups, they are making from the company-level..."

CEO

"The program is helping me see the business is bigger than just my department, and that I have a responsibility as a manager to think about the entire organization."

Department Manager

"Our entire leadership team is now communicating more deeply about business topics we have never even discussed before."

CEO

"I really appreciate how well-organized the segments are presented and the method of watch, listen, and interact with class and in-class activities."

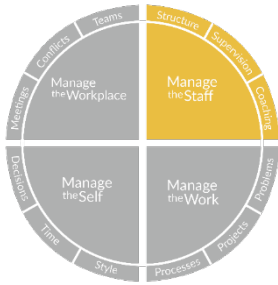
Department Director

"I was surprised at how much we can improve on. I thought we were doing well already."

Sales Manager

Exceptional Manager: A person who has the mindset and skills to deliver high levels of value to their organization by effectively managing the Self, Staff, Work and Workplace.

The Exceptional Manager Program



QUARTER 1: An Exceptional Manager manages the Staff by providing structure, clarity, and focus in day-to-day supervision and in coaching people towards their highest and best potential.



QUARTER 2: An Exceptional Manager manages the work by establishing processes that reduce variability and implementing systems that increase scalability, mobilizing and focusing resources to complete projects, and effectively solving problems faced by themselves and their teams.



QUARTER 3: An Exceptional Manager manages the Self by optimizing personal style through the pursuit of self-awareness, routinely spending time on what is important, and employing an effective decision-making process.



QUARTER 4: An Exceptional Manager manages the Workplace by clarifying organizational the mission, vision, values, facilitating productive meetings, negotiating the mutually beneficial resolution of conflicts, and effectively navigating team dynamics.

Module 1	Module 2	Module 3
Thinking-Doing Sequence	Revenue Groups & Circles	Offerings
Organizational Structure	Supervision	Coaching
Functional Org Chart	Position Role Sheet	Position Role Sheet Lightning Round

Module 4	Module 5	Module 6
Customer Segments	Ways to Grow Revenue	Profit Mentality
Problem Solving	Project Management	Process Management
KPI Flash Sheet Introduction	KPI Flash Sheet Lightning Round	Process Mapping

Module 7	Module 8	Module 9
Standard-Custom Continuum	Visioneering	Core & Brand Values
Style Organization	Time Management	Decision Making
One-to-One Process Introduced	One-to-One Process 1-Month Reflection	One-to-One Process 2-Month Reflection

Module 10	Module 11	Module 12
Department Mission	Year 2 Plan	Thinking-Doing Sequence
Meeting Management	Conflict Management	Team Management
Meeting Models	Year 2 Plan	Program Reflection

Your Management Team has direct and significant impact on your entire organization.

The Management Team comprises less than 20% of an organization, yet is primarily responsible for the productivity, well-being, and development of the vast majority of its people.

Is it time to strengthen your Management Team?