

AUTHENTICITY CODE™

PROGRAM OPTIONS



The following programs are all different modes of delivery for The Authenticity Code™. Choose the option that best suits your needs.



Advantage

KEYNOTES AND SPEAKING EVENTS

Featuring Dr. Sharon as a keynote speaker at your next event is a great way to introduce a large audience to The Authenticity Code™.

Expected Outcomes | Each presentation shares tools and concepts taught in The Authenticity Code™ programs and book. Participants will walk away from the keynote with tangible tools they can immediately apply on the job to achieve their goals and improve their presence and presentations.



Time

45 - 120 minutes



Format

In-Person or
Virtual



Staffing

1:100+ Speaker Ratio In-Person
1:100+ Speaker Ratio 1 Facilitator; 1 Tech Moderator (virtual)



Participants

Minimum 50 participants
No Maximum for In-Person
No Maximum for Virtual



Audience

Professionals / Managers, Emerging Leaders

Key Topic Areas

- Overview of The Authenticity Code™
- Creating Your Authentic Brand
- The Formula for Presentation Success
- Elevate Your Authentic Executive Presence
- Speak Your Audience's Language: How to Get a 'Yes' In Any Business Communication
- The Art of Influence: Tools for Navigating Workplace Politics

SAMPLE SPEAKING EVENT AGENDA



1-HOUR | ELEVATE YOUR AUTHENTIC EXECUTIVE PRESENCE

Introduction

First Impressions, Lasting Impressions
What is Authentic Executive Presence?
Authentic Executive Presence Qualities with Action Plan
Your Greatest Leadership Gift
Questions & Close

CORE PROGRAM

Our core program can be delivered virtually in three 3-hour modules, or a one-day, in-person program.

Expected Outcomes | Participants tap into their presence to become more authentic, engaging, and high performing leaders. At the end of this program, participants will have a formula for presentation success that they can apply to future presentations, equipping them with proven strategies to increase sales and elevate your organization's reputation, fast-tracking approvals and empowering them to apply their newfound influencing skills to every vital internal and external presentation.



Time

9-hour, facilitator-led program



Format

1-Day In-Person
3, 3-hour Virtual Session



Staffing

1:24 Facilitator Ratio In-Person
1:48 Facilitator Ratio 1 Facilitator; 1 Tech Moderator (virtual)



Participants

Minimum 12 participants
Maximum 48 for In-Person
Maximum 48 for Virtual



Audience

Professionals / Managers, Emerging Leaders

Key Topic Areas

- Formula for Presentation Success
- Virtual Presentation Tips
- Creating Compelling Slides
- Authentic Presence Qualities
- Authentic Brand Statement
- Non-Verbal Communication
- Audience Understanding Matrix
- Style Recognition
- Know Your Audience

VIRTUAL CORE PROGRAM AGENDA

PRE-PROGRAM	DAY 1 (3 HOURS)	DAY 2 (3 HOURS)	DAY 3 (3 HOURS)	POST-PROGRAM
<p>Questionnaire</p> <p>Virtual Kickoff Meeting</p>	<p>Program Introduction</p> <p>Authentic Presence Qualities</p> <p>The APQ Challenge (Game)</p> <p>Virtual Presentation Tips</p> <p>Stretch Break</p> <p>Non-Verbal Communication</p> <p>Your Authentic Brand Statement</p> <p>Close with Homework</p>	<p>Kickoff and APQs</p> <p>Formula Overview</p> <p>Audience Understanding Matrix</p> <p>Stretch Break</p> <p>Style Recognition</p> <p>Attention-Getting Opening</p> <p>Executive Summary</p> <p>Close with Homework</p>	<p>Kickoff and APQs</p> <p>Participant Practice</p> <p>Agenda</p> <p>Clear Body Message</p> <p>Stretch Break</p> <p>Finish Strong</p> <p>Creating Compelling Slides</p> <p>Close with Homework</p>	<p>Self assessment of program practice video</p> <p>Accountability Partners meet to review video and/or document key take aways</p> <p>Optional Add On: Post program coaching session to solidify the full presentation</p> <p>Presentation Videotaped Practice w/ peer & expert feedback</p> <p>Video Review</p>

CORE PROGRAM + COACHING & RECORDED PRACTICE

If the sponsor of the program would like to add on a coaching component, a longer videotaped practice session with expert and peer feedback, and a video review comparing their benchmark and final video, then they can purchase our full Core Program with Coaching and Recorded Practice.

Expected Outcomes | Participants fully embrace their presence to become more authentic, engaging, and high performing leaders. Participants will leave the program with a complete presentation that they can use in the future that has received individual feedback and a video review. Documented results include increases in sales, promotions and higher retention rates.



Time

2-Days In-Person; 15-Hours Virtual



Format

In-Person: 1 Day Core + .5 Day Coaching (Up to 90min/pp) + .5 Day Recorded Practice + 30-minute virtual video review coaching post program

Virtual: 3x3-Hours Core + Up to 90 min Coaching + 4-hour recorded practice session + 30-minute virtual video review coaching post-program



Staffing

1 Facilitator per 8 people (Virtual or In-Person)
1 Slide Creation/Tool Support person (In-Person)
1 Tech Moderator/Slide Creation Coach (Virtual)



Participants

Minimum 8 participants
Maximum 24 participants



Audience

Executives, Professionals / Managers, Emerging Leaders

Key Topic Areas

- Formula for Presentation Success
- Virtual Presentation Tips
- Creating Compelling Slides
- Authentic Presence Qualities
- Authentic Brand Statement
- Non-Verbal Communication
- Audience Understanding Matrix
- Style Recognition
- Know Your Audience

VIRTUAL CORE + COACHING & RECORDED PRACTICE PROGRAM AGENDA

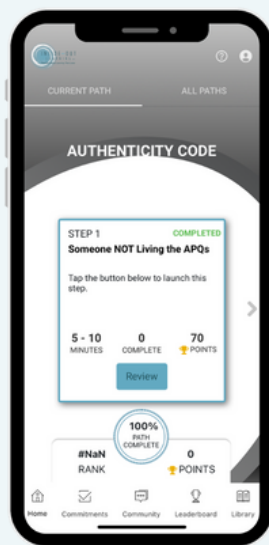
PRE-PROGRAM	DAY 1 (3 HOURS)	DAY 2 (3 HOURS)	DAY 3 (3 HOURS)	DAY 4 (3 HOURS)	POST-PROGRAM
Questionnaire Virtual Kickoff Meeting Benchmark Video Sent In	Program Introduction Authentic Presence Qualities The APQ Challenge (Game) Virtual Presentation Tips Stretch Break Non-Verbal Communication Your Authentic Brand Statement Close with Homework	Kickoff and APQs Formula Overview Audience Understanding Matrix Stretch Break Style Recognition Attention-Getting Opening Executive Summary Close with Homework	Kickoff and APQs Participant Practice Agenda Clear Body Message Stretch Break Finish Strong Creating Compelling Slides Close with Homework	Kickoff and APQs Participant Presentations w/ Expert & Peer Feedback (with break) Program Close <i>NOTE: Prior to Day 4, participants will receive up to 90-minutes of virtual coaching to prepare them for presentation Day 4.</i>	Video Review

Our virtual program can also be delivered in a hybrid format with the three three-hour sessions conducted virtually followed by an in-person presentation day.

MOBILE APPLICATION

Expected Outcomes | Participants demonstrate enhanced executive presence & storytelling skills and become more authentic, engaging, and high performing leaders. Documented results also include improved DE&I.

MOBILE APPLICATION IN PARTNERSHIP WITH 1ST 90



Platform

Web browser, iOS, and Android devices



Format

Asynchronous - embedded into the flow of work to provide experiences to practice and apply in a non-disruptive way



Participants

Social learning and insights shared amongst peers, creating user-generated content



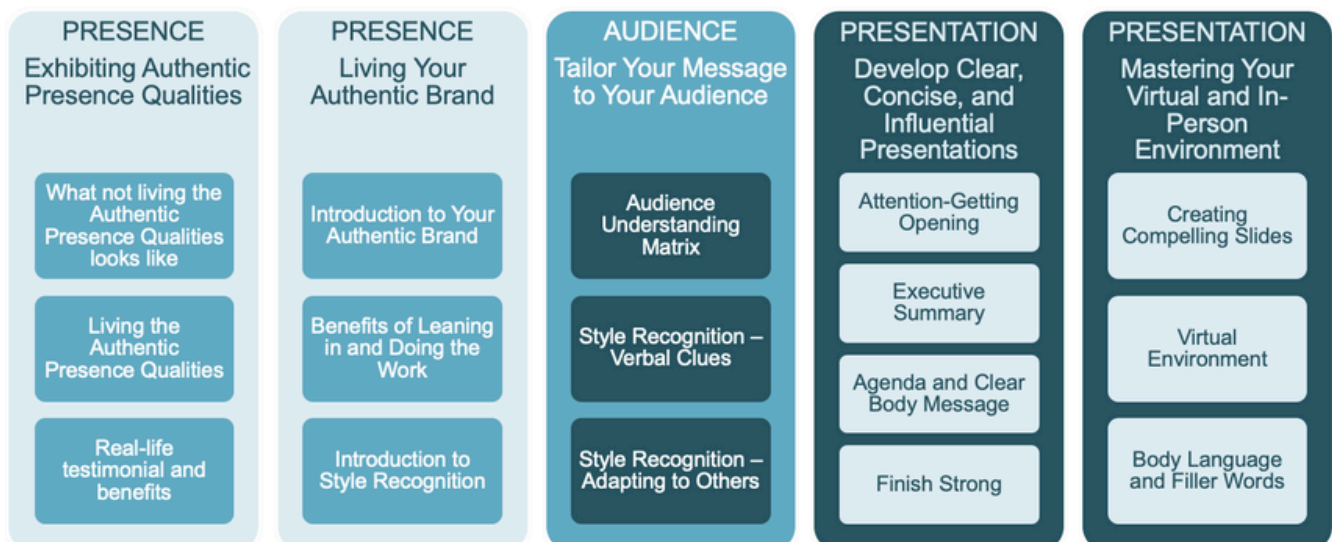
Audience

Professionals, leaders, managers, could be customized for executives

Key Topic Areas

- Executive Presence Qualities
- Your Authentic Executive Brand
- Formula for Presentation Success
- Virtual Presentation tips
- Non-Verbal Communication
- Know Your Audience
- Creating Compelling Visuals

16 STEPS TO DEVELOP 5 HABITS



This app can be integrated into your company's LMS. Steps and habits can be customized to your company's learning objectives.

3-DAY IN-PERSON PROGRAM

Expected Outcomes | Participants become more authentic, engaging, and influential leaders with elevated executive presence, storytelling and presentation skills. Documented results include increases in sales, promotions, and higher performance.



Time

28.5 hours of program time



Format

In-Person facilitation with workshop hours



Participants

Up to 24 with 5 IOL Team Members (3 expert facilitators, 1 program coordinator/data visual coach, and 1 videographer/data visual coach)



Audience

Emerging leaders, high-potentials, managers, senior managers and executives



Application

5 short rounds of 1:1 coaching (4 during and 1 post-program)
2 practice sessions delivering real life presentations
2 video reviews (1 during and 1 post-program)

Key Topic Areas

- Formula for Presentation & Storytelling Success
- Virtual Presentation Tips
- Creating Compelling Visuals
- Authentic Executive Presence Qualities w/ Boeing Values, Culture, & Executive Competencies
- Authentic Executive Brand Statement
- Non-Verbal Communication
- Audience Understanding Matrix
- Style Recognition
- Know Your Audience
- Practice and Coaching
- Know Your Audience Activity
- Giving and Receiving Feedback
- Coaching, Practice, Video Reviews
- Optional: Dining Etiquette

PRE-PROGRAM	DAY 1	DAY 2	DAY 3	POST-PROGRAM
<p>Questionnaire with style recognition and EPQ Assessments</p> <p>Send in 5-minute benchmark video</p> <p>Virtual kickoff meeting</p> <p>Manager Expectation Meeting with Goal Setting</p> <p><i>Etiquette Dinner on evening before program or evening of Day 1 (optional)</i></p>	<p>7:30 AM – 6:30 PM</p> <p>Program Introduction</p> <p>Authentic Executive Presence Qualities w/ Boeing Values, Culture, & Executive Competencies</p> <p>Formula for Presentation & Storytelling Success Overview</p> <p>Know Your Audience</p> <p>“Formula” Attention-Getting Opening</p> <p>“Formula” Executive Summary</p> <p>Creating Compelling Visuals</p> <p>Workshop Hours/Video Reviews</p>	<p>7:30 AM – 9:00 PM</p> <p>Giving and Receiving Feedback</p> <p>Participant Practice Presentations</p> <p>“Formula” Agenda with Storytelling Frameworks</p> <p>“Formula” Clear Body Message</p> <p>“Formula” Finish Strong</p> <p>Authentic Executive Brand</p> <p>Communication: Verbal/Non-Verbal</p> <p>Virtual Environment</p> <p>Workshop Hours and Video Reviews</p>	<p>7:30 AM – 1:00 PM</p> <p>Participant Practice Presentations</p> <p>Summary/Close</p> <p>Etiquette Lunch (optional)</p>	<p>Individual Participant 30-Minute Video Review and Recap of Feedback</p> <p>Manager Debrief Meeting</p>



WHO

Inside-Out Learning is a global consulting firm based in Arizona. We change people from the inside out with our in-person and virtual programs, helping them transform their companies with increased employee engagement, improved retention, increased promotions, and revenue growth.

Over the past 20+ years, IOL has saved our clients over \$1 billion dollars by helping improve organizational dynamics, increase employee engagement, raise retention rates, and develop next-generation executives. We have also helped our clients win over \$2 billion dollars in new business with our Authentic Presence and Presentation Skills program.

We know how to transform leaders with our award-winning research and have the bottom-line results to prove it. We look forward to working with you and your most important asset, your people.

IOL MISSION

We elevate people, teams, and organizations to perform at their highest potential.

IOL VISION

Our transformative learning programs develop and inspire today's global workforce and society.

IOL SERVICES

Leaders | The Authenticity Code™, Leadership Coaching, , Keynote Speeches

Teams | Leadership Team Off-Sites, Relationship Repair Workshops, Virtual Workplace Engagement, Training Modules

Organizations | Culture Change Programs, Change Management Consulting, Developing a Coaching Culture, Enhancing Customer Relationships, RFP & Sales Consulting, Diversity & Inclusion Workshops

IOL IMPACT

Developing next generation of leaders. Authentic, engaging leaders, better prepared for their next level positions.

50+% promotion rate and 90% retention rate.

