

# Leadership Advantage Program

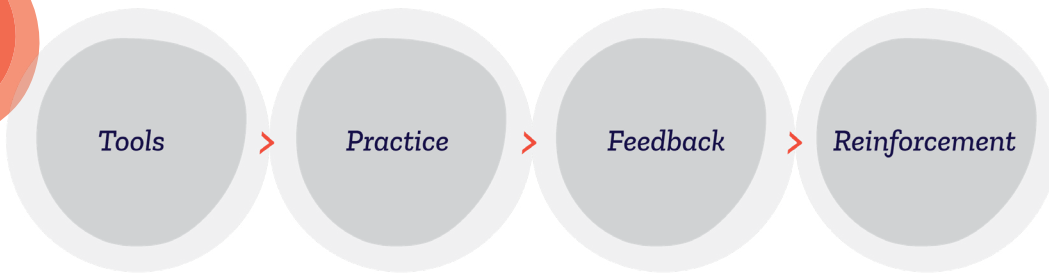
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The Leadership Advantage Program prepares your key leaders to reach the highest level of performance. Members of this program will learn strategies and techniques that will increase your ROI. The program provides interactive workshops for essential employees to develop skills, and tools they can implement in their day to day operations.

In this hands-on program, Members will experience increased performance and productivity by practicing critical thinking techniques, improved communication and, innovative ways for effectively resolving conflict.



## Our Methodology



### **Benefits to Members**

- Professional Growth and Increased Confidence
- Tools and Strategies that help you exceed personal and career goals
- Networking in a “Master Mind” group environment

### **Benefits to their Organizations**

- Improved performance and productivity
- Healthier company culture
- Employee Retention

### **How it works**

- **Dynamic Group Meeting:** 10, half-day meetings held monthly
- **Accountability Triad:** Each triad will connect monthly to share success stories
- **Dynamic Curriculum:** Essential Topics, Handling of Issues & Hands-on Exercises
- **Duration:** 1-year Commitment

## **Year 1: Monthly Topics**

- » Predictive Index – Self Awareness
- » How to Influence your Organization and Get Buy In
- » How Behaviors Affect Company Culture
- » Blameless Problem Solving and Productive
- » Confrontation Conversations
- » SMART Goals (personal and professional)
- » Hiring – best practices
- » Valuable One-on-One Meetings (managing up/down)
- » Firing
- » Business Agility vis-à-vis Accountability
- » Listening as a Tool

## **Year 2: Monthly Topics**

- » 1. Defining and Measuring Success
- » 2. Ownership Thinking
- » 3. Key Indicators (Lead vs. Lag)
- » 4. Execution Roadmap
- » 5. Effective Delegation
- » 6. Limiting Beliefs
- » 7. Culture by Design
- » 8. Control your Attention, Control your Success!
- » 9. Customer Success and Customer Retention
- » 10. Thinking into Results



### **About Lina Sosa**

Lina Sosa is a hands-on and results-driven Executive Coach with more than 20 years' experience managing and coaching individuals and teams.

She is considered a calculated risk taker who transforms ideas into action to get processes moving. As a change agent in areas of business management and operations, Lina is often lauded for shedding the status quo and embracing fresh, alternative thinking to address complex business problems and challenges in the technology maintenance and services sector. Lina is highly regarded

for her long-lasting commitment to fostering an inclusive work environment where diversity is readily embraced. Her communication style is embraced by audiences from a variety of cultural, educational, and technical understandings and backgrounds. As a leader of employee training, she firmly believes every individual has a contribution to make and embraces all opportunities to ensure that contribution is recognized.

**For more information or to get started contact us at: 954.632.6808, or via email at: [lina@linasosa.com](mailto:lina@linasosa.com)**

*Lina M. Sosa*

## **12 core skills**

Through their work with this program they will take these skills and competencies to the next level, allowing them to execute and lead teams effectively.

1. Goal setting
2. Communication
3. Collaboration
4. Listening
5. Conflict Resolution
6. Adaptability
7. Organization
8. Accepting constructive feedback
9. Productivity
10. Accountability
11. Culture-by-design
12. Customer Success