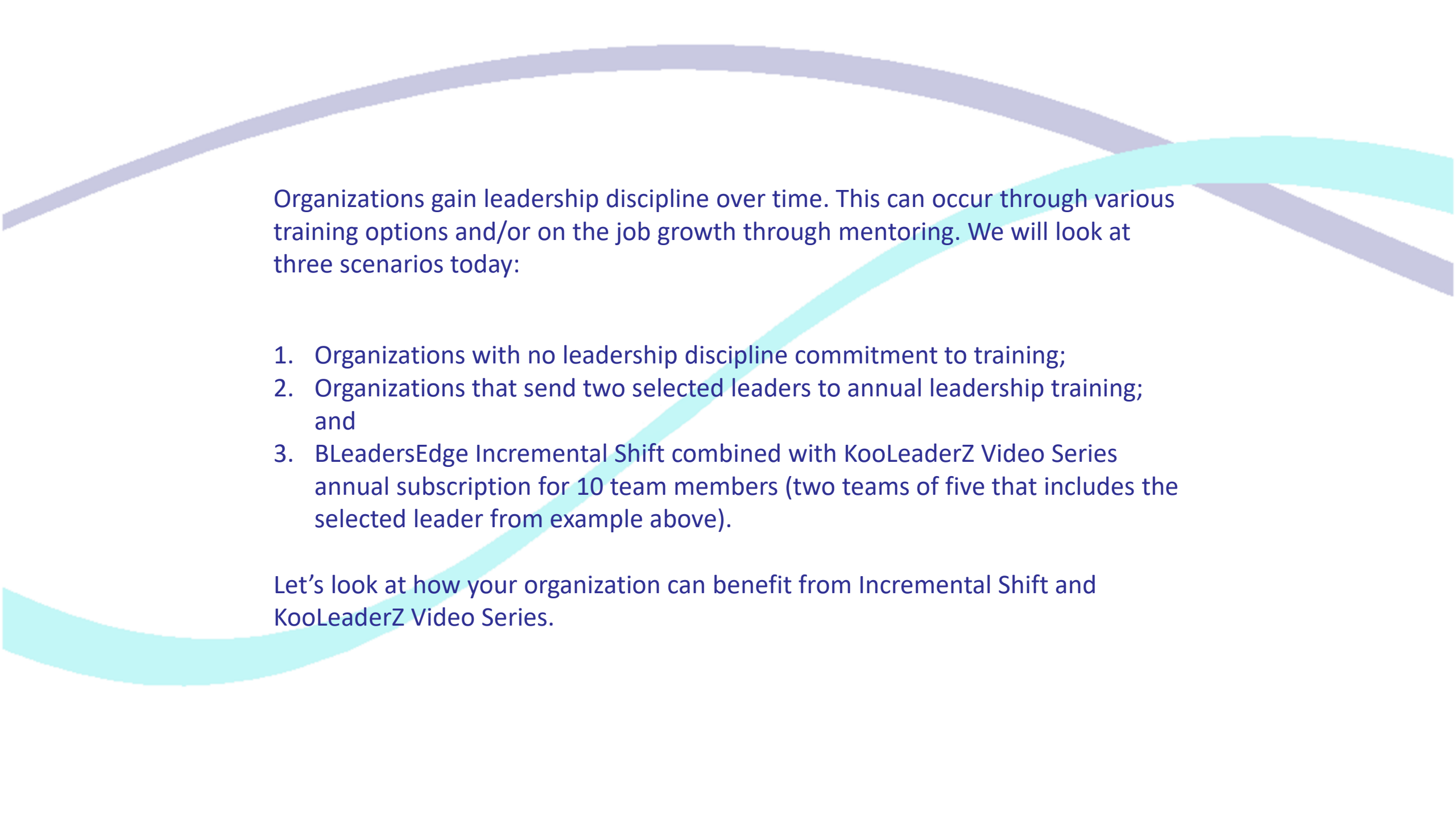




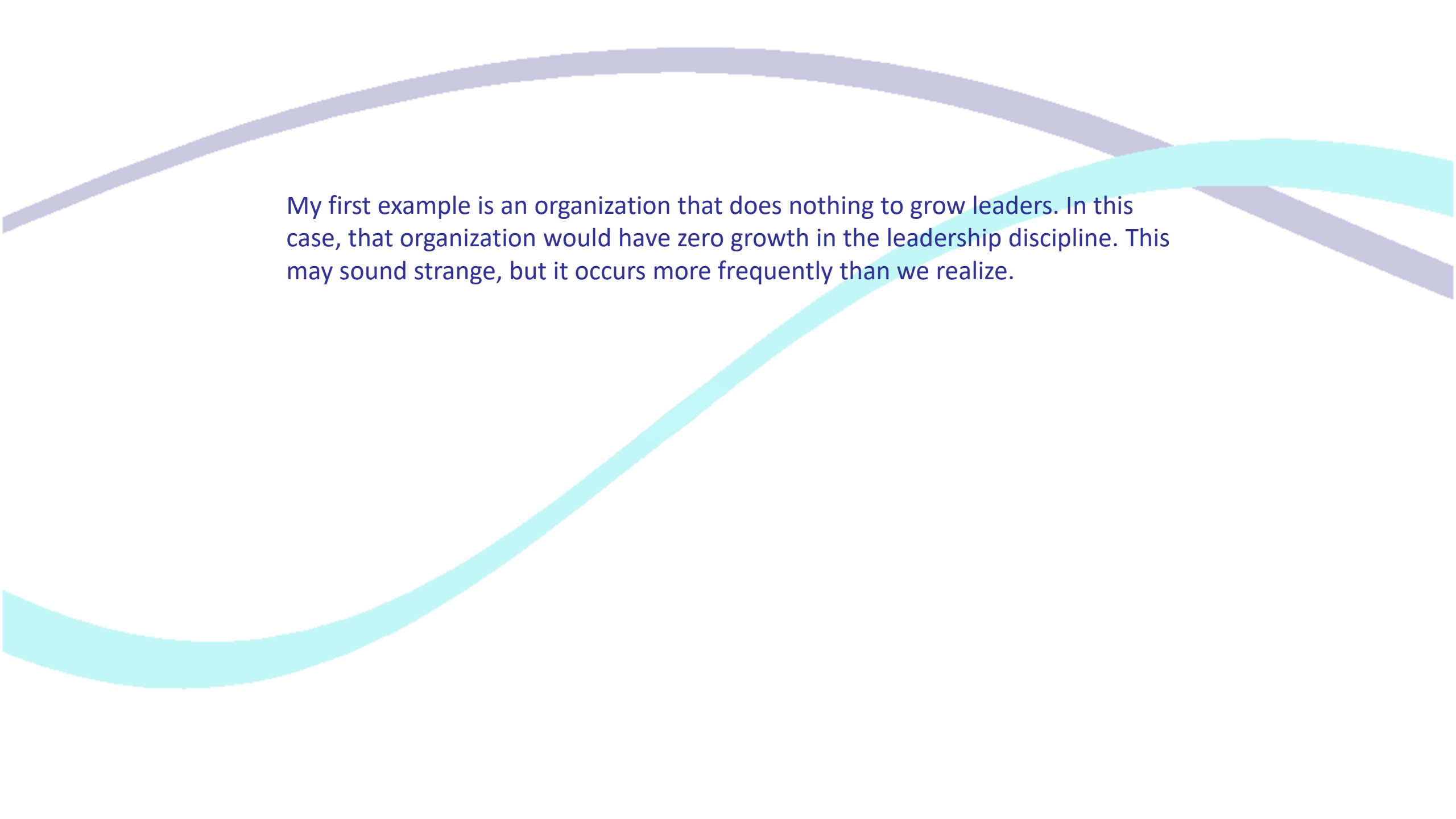
Incremental Shift and  
KooLeaderZ Video Series  
Organizational Value



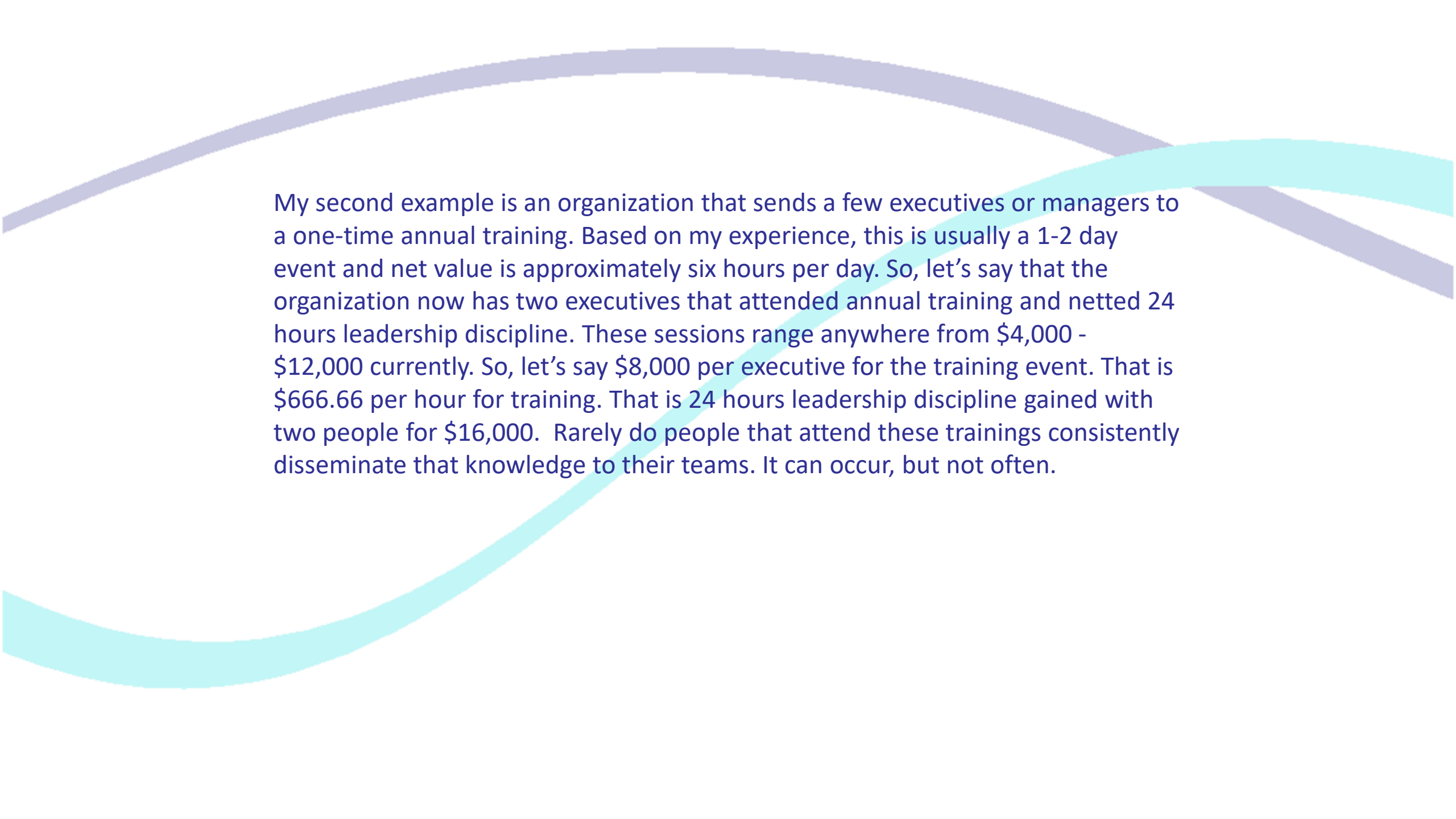
Organizations gain leadership discipline over time. This can occur through various training options and/or on the job growth through mentoring. We will look at three scenarios today:

1. Organizations with no leadership discipline commitment to training;
2. Organizations that send two selected leaders to annual leadership training;  
and
3. BLeadersEdge Incremental Shift combined with KooLeaderZ Video Series annual subscription for 10 team members (two teams of five that includes the selected leader from example above).

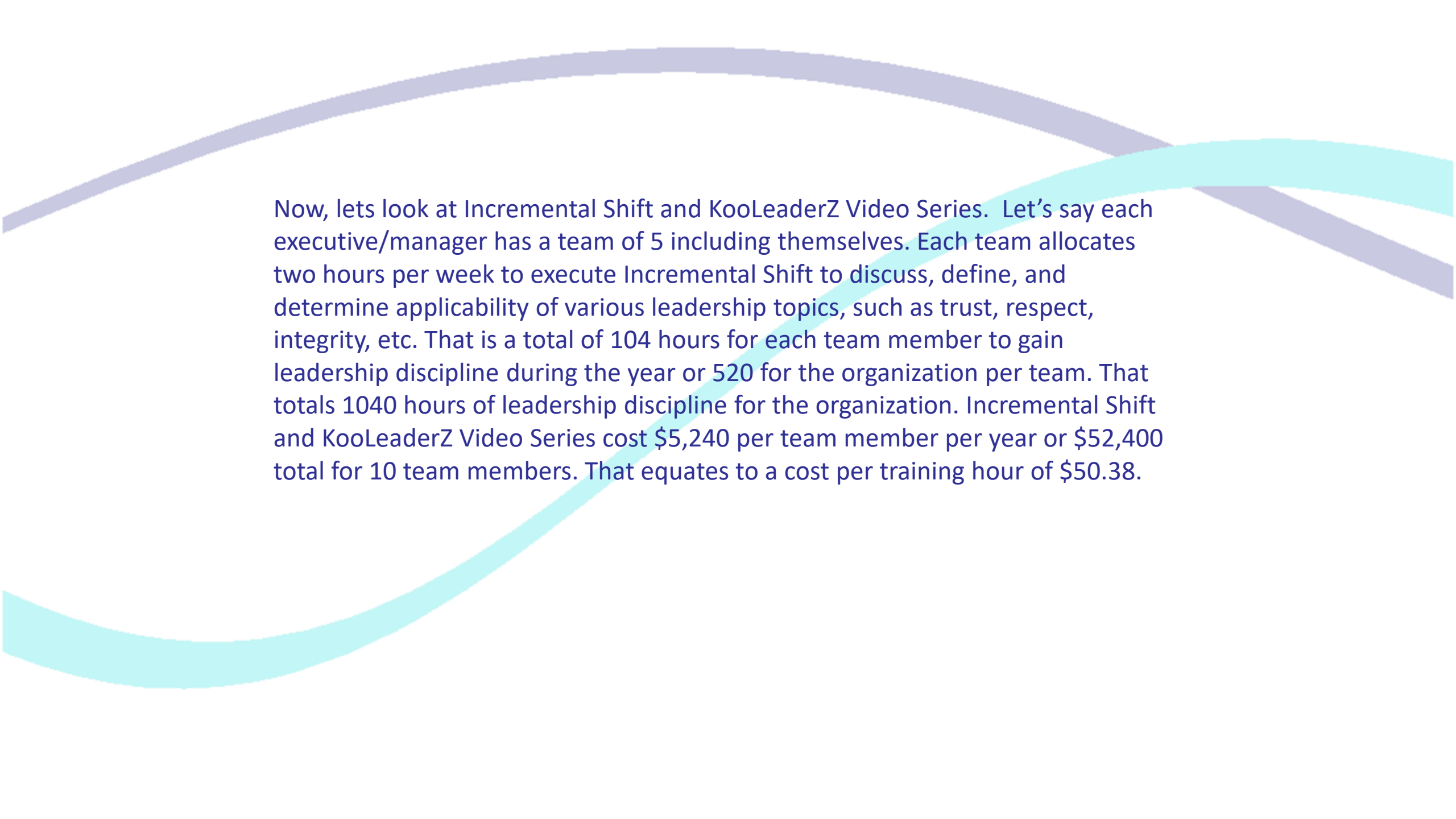
Let's look at how your organization can benefit from Incremental Shift and KooLeaderZ Video Series.



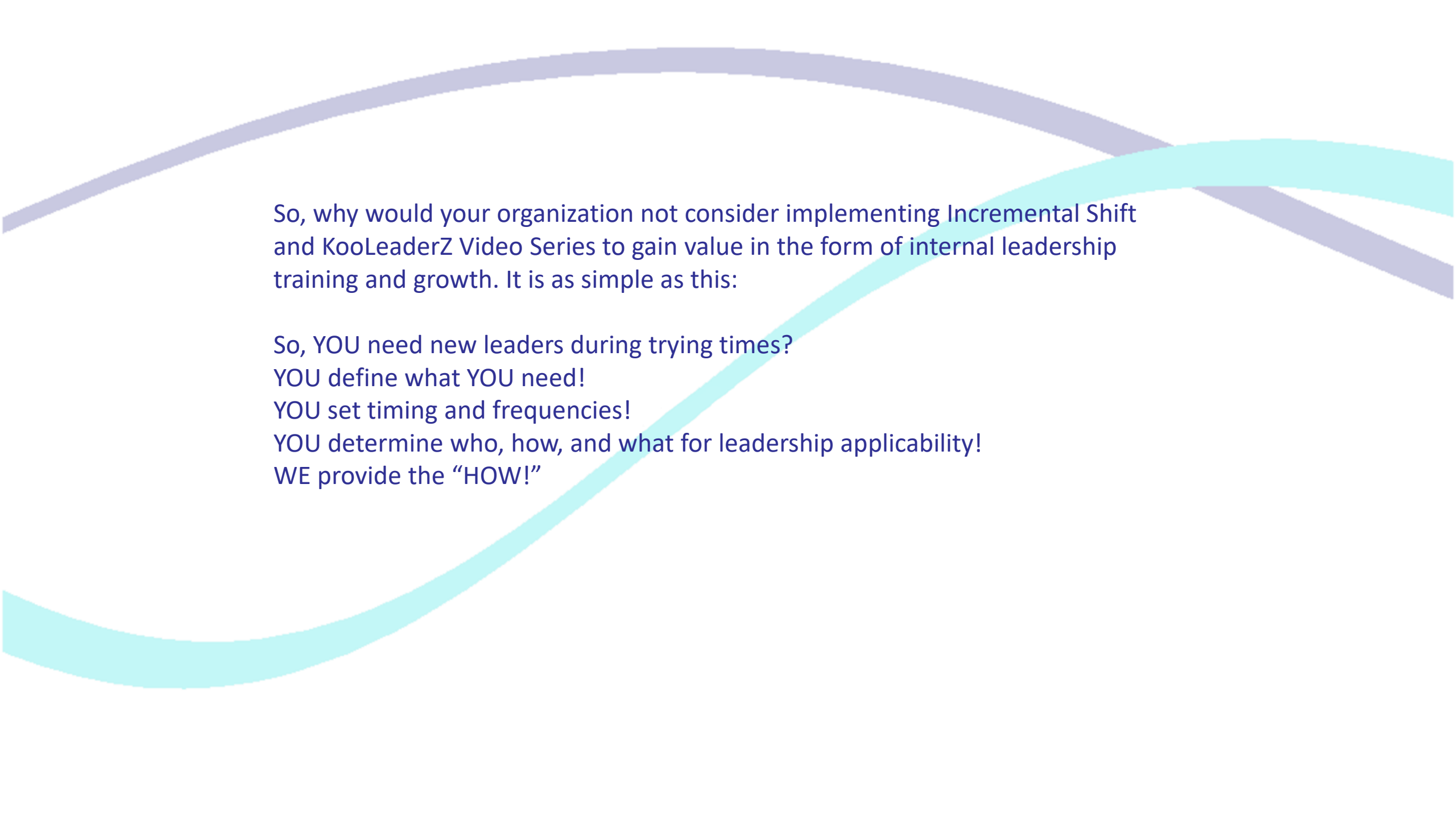
My first example is an organization that does nothing to grow leaders. In this case, that organization would have zero growth in the leadership discipline. This may sound strange, but it occurs more frequently than we realize.



My second example is an organization that sends a few executives or managers to a one-time annual training. Based on my experience, this is usually a 1-2 day event and net value is approximately six hours per day. So, let's say that the organization now has two executives that attended annual training and netted 24 hours leadership discipline. These sessions range anywhere from \$4,000 - \$12,000 currently. So, let's say \$8,000 per executive for the training event. That is \$666.66 per hour for training. That is 24 hours leadership discipline gained with two people for \$16,000. Rarely do people that attend these trainings consistently disseminate that knowledge to their teams. It can occur, but not often.



Now, let's look at Incremental Shift and KooLeaderZ Video Series. Let's say each executive/manager has a team of 5 including themselves. Each team allocates two hours per week to execute Incremental Shift to discuss, define, and determine applicability of various leadership topics, such as trust, respect, integrity, etc. That is a total of 104 hours for each team member to gain leadership discipline during the year or 520 for the organization per team. That totals 1040 hours of leadership discipline for the organization. Incremental Shift and KooLeaderZ Video Series cost \$5,240 per team member per year or \$52,400 total for 10 team members. That equates to a cost per training hour of \$50.38.



So, why would your organization not consider implementing Incremental Shift and KooLeaderZ Video Series to gain value in the form of internal leadership training and growth. It is as simple as this:

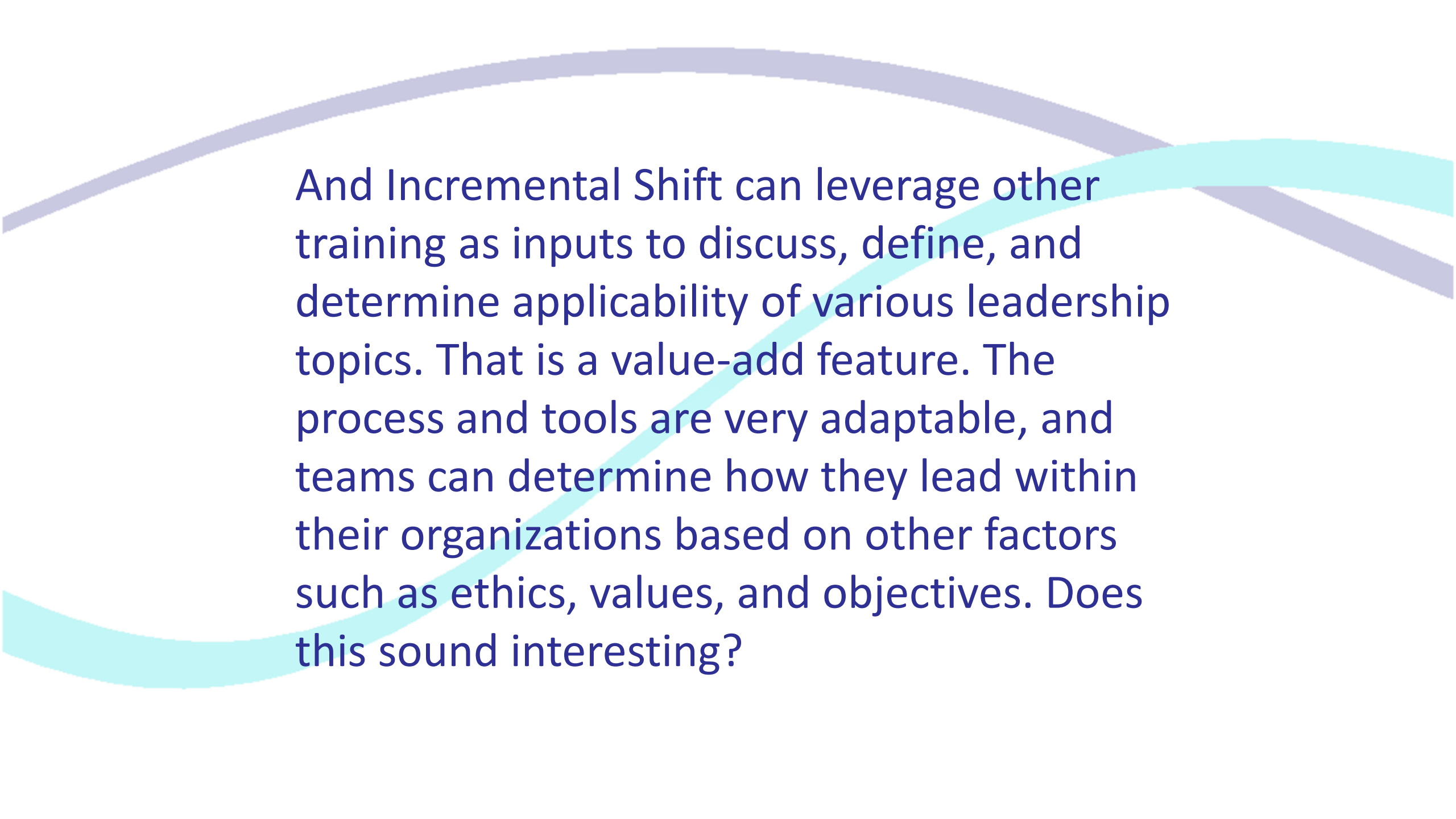
So, YOU need new leaders during trying times?

YOU define what YOU need!

YOU set timing and frequencies!

YOU determine who, how, and what for leadership applicability!

WE provide the “HOW!”



And Incremental Shift can leverage other training as inputs to discuss, define, and determine applicability of various leadership topics. That is a value-add feature. The process and tools are very adaptable, and teams can determine how they lead within their organizations based on other factors such as ethics, values, and objectives. Does this sound interesting?



**Engage...Empower...Evolve!**  
**Will You Shift?**  
**Thank You!!!**

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