

# International Collaborative Leadership Institute

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## Executive Summary – Long Term Plan

### Institute's Structure

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*The International Collaborative Leadership Institute (The Institute) is the first step towards creating a new College of Business (The College) which develops trust-based, collaborative leaders for executive management positions in the for profit and not for profit sectors.*

*The College is designed to bring innovative, trust-based, entrepreneurial curriculum to the global Leadership Development Market. The College will be designed to achieve ACBSP (Association of Collegiate Business Schools and programs) within the first five years of operation.*

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**Mission / Vision** The Institute exists to create a state of the art College of Business Leadership which becomes *a global Center of Excellence for a community of trust-based, collaborative leaders*, starting with training pre-college students, extending to Business School enrollees then to executives and managers of global enterprises. The Institute will be the global hub for best practices in leadership grounded in collaboration, trust, innovation, and strategic vision.

Our graduates will make a positive impact on the world today and into the future.

**Market / Opportunity** The 2014 Corporate Learning Factbook estimates the global leadership development market to be \$25B. Deloitte, reports over 70% of companies reviewed cite “leadership gaps” as one of their top 5 challenges, and that 3-5 years of on-job training is necessary to create a fully productive, professional manager. However, little research exists to show how these managers function as *leaders* at their jobs, in industry or in life – which we will introduce into the market.

**Management** (resumes on request)

**Robert Porter Lynch**, Chairman- International thought leader, author, consultant, capability **Vanguard**  
**Christine Adamow**, President – Serial entrepreneur, “pracademic,” consultant, global start-up **Maven**  
**Joseph Scali**, Finance – Wall Street analyst, web based finance educator, consultant, finance **Master**  
**Sesh Sukhdeo**, International Development – London based, global entrepreneur, training **Guru**

**Organization Structure/Products/Services** The Institute is organized to include:

1. **Core Learning Center** (proprietary curriculum, methodology, collaborative learning outcomes; organized as Centers of Excellence);
2. **Research Division** (industry white papers, applied leadership research, proprietary on-line methodology);
3. **Publication Center** (books, papers, videos, e-learning programs, etc.)
4. **Course / Event Center** (International program management, curriculum, operations center);
5. **Alliance / Partner Management** (new initiatives, institute growth).

The Institute owns the exclusive license to the full body of work developed over 30 years by Robert Porter Lynch, Collaboration Thought Leader, Institute Co-founder, and International Executive Educator. This body of work and curriculum has been delivered to thousands of executives and graduate students across 6 continents in the past 3 decades. Content has been written, tested, refined, and is now ready for release under the auspices of The Institute.

**Capital Raise / Requirements**

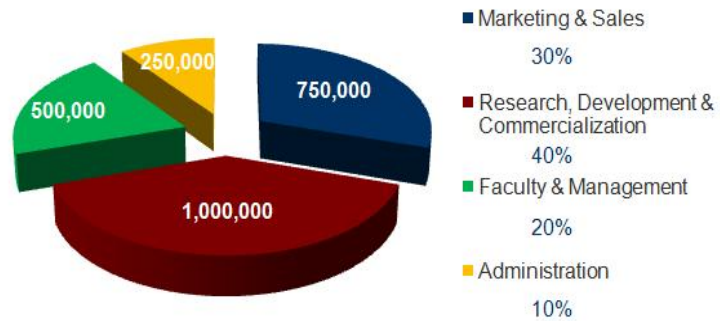
The Institute projects a need for start-up capital of **\$2.5M** with an annual operating budget of \$850,000. Breakeven is forecast for year 3, quarter 3. Initially, all programs will be offered at cost plus in order to create and sustain breakeven.

***The need to create and fund an endowment is critical to our Mission and Purpose.*** Therefore an endowment must be raised to secure scholarship dollars

for high schoolers, not-for-profits, and small/medium sized companies, as well as entrepreneurs who may need financial assistance to attend and stay connected with the network. Management believes that learning must be available to all people regardless of ability to pay.

A **\$50M endowment**, restricted for scholarship, endowed faculty appointments, and development of a robust on-line content delivery platform is critical to The Institute’s Mission and Purpose. At full funding, the endowment will support: 5 full time faculty; full tuition for 500 Pre-college students; & 100 executives annually in the US. Internationally, the endowment will support more than 1000 Pre-college students and 500 Executives while supporting development of version one of the on-line content platform.

**Three Year Budget**



Complete business plan & The Collaborative Leadership mandate is available upon request.

