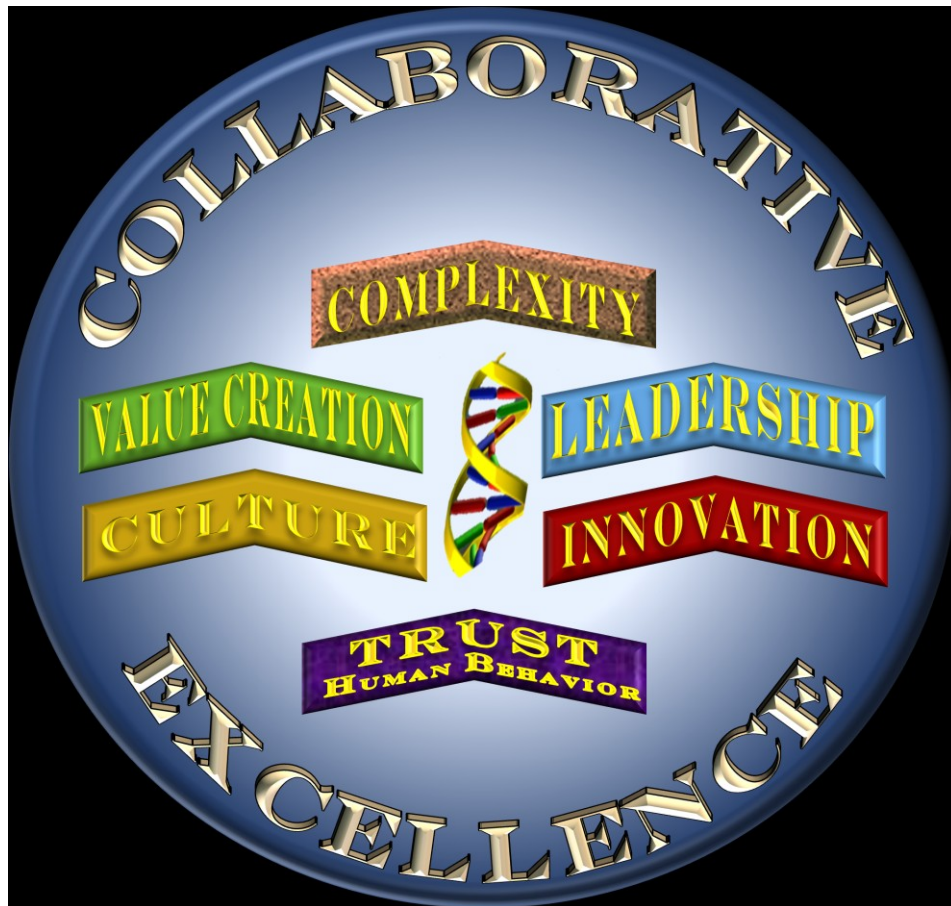


Announcing
An Inspiring Learning Program from
The International Collaborative Leadership Institute



A Practical, High-Impact Program
Designed for Business & Community Leaders

Creating a Brighter Future for Individuals, Families & Communities
by Building Trusted Leaders for Service

In alliance with
(To Be Determined)

COLLABORATIVE EXCELLENCE

You Will Learn

1. One Primary Cause for Leadership Failure and how to avoid it
2. Two Critical Factors to Turning Breakdowns into Breakthroughs
3. Three Types of Culture – what to use & what to avoid to Improve Performance
4. Four Drives of Human Behavior – understanding why people act poorly or well
5. Five Steps to Exceptional Value Creation – how to create value without more resources
6. Six Secret Ingredients of High Performance Teams
7. Seven Forms of Innovation (six don't require a technical degree)
8. Eight Key Principles for Building Trust -- or rebuilding Trust when it's broken
9. Nine Leverage Points for overcoming Resistance to Change
10. Ten High Impact Frameworks and Tools you can use to produce results Today
 - a. Ladder of Collaboration
 - b. Economic Impact of Trust
 - c. Trust Ladder/Tornado of Distrust
 - d. Law of Unintended Consequences – making it work for you
 - e. Bio-Chemistry of Distrust – why fear is a time bomb
 - f. Predicting & Avoiding Breakdowns in Complex Projects
 - g. Human Behavior Simply Explained & Expertly Used
 - h. Four Essential Alignments of Collaborative Leadership Excellence
 - i. Turning Diversity into an Engine of Innovation
 - j. Influencing without Authority



*Trust is the Foundation of
all Collaborative
Communities*

Our Value Proposition: By using the strategies, techniques, frameworks, and tools in this course, your team will:

- Increase Trust in Leadership by at least 20%
- Turn Breakdowns into Breakthroughs 30% faster
- Increase Employee morale & Reduce Employee Turnover by 10%
- Deliver Projects on time and on budget by a 20% factor
- Improve Productivity by 10% & Increase Innovation by 15%
- Manage Complexity to prevent the 80% breakdowns
- Build High Performance Teams that accomplish 15% more
- Transform functional barriers & silos into innovation assets
- Build Alliances with a 50% better chance of success
- Reduce Resistance to Change by 30%

Your Prospective Presentation Team:

- Robert Porter Lynch
- Louis Traina
- Tom Jackson
- Guest Speakers

Target Audience in SW Florida

➤ **Positions** (along with their direct report teams)

- Boards of Directors
- Senior Executives
- Emerging Leaders
- Program Directors
- Project Managers

➤ **Fields**

- Community Service Organizations
- Health, Housing & Elderly Care
- Churches & Synagogues
- Government & Education
- Mediators & Peace Makers

COLLABORATIVE EXCELLENCE

Program Design

➤ Time Commitment:

- 8 Two Hour sessions (modules) = total 16 hours
- Every Tues & Wednesday Morning for 4 weeks
- Starting at 8:00 (you will be back at work by 10:30 am so)

➤ Core Learning:

You will learn the six essential core “architectures” that build Collaborative Excellence:

- Collaborative Human Behavior & Trust Building
- Collaborative Culture
- Collaborative Innovation
- Collaborative Economics
- Collaborative Leadership
- Collaboration & Complexity

➤ Immersive Learning Experience

- We will be using the most impactful world-class adult learning methodologies
- You will new insights, frameworks, language, and tools in a very short 2 hour session
- We focus on building your capability to perform in the crucible of action
- We encourage you to bring several members of your implementation teams to enhance your ability to have a higher impact
- The sessions are in “workshop” format, meaning you will be applying your learning to real life situation in real time. (Note: this is significantly different from a seminar format which focuses on discussion, but does not aim at building leadership capabilities.)

➤ Customization:

- **Internal Teams & Alliances:** If you wish us to bring a the Collaborative Excellence program directly to your organization for your team and alliance partners, we are most willing to work with your leadership
- **Independent Modules for your Team:** If one of our 2-hour modules is particularly important to your organization’s situation, we will help design and deliver one or more modules to your internal teams and alliances.

➤ Diagnostics & Support:

- We can provide diagnostic surveys prior to your sessions to ascertain base-line profiles, then feedback this data to your leadership teams, and examine post-learning results to validate our value proposition (additional fee)
- We can provide coaching support to you or your teams between the program sessions or after the program for follow-up support.



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Workshop Agenda



Week ONE

1st Module – Human Behavior

- Four Drives of Human Behavior
- Neuro-Chemistry of Trust & Fear
- How Fear defeats Collaboration

2nd Module – Trust Building

- Ladder of Trust/Tornado of Distrust
- 8 Principles of Trust
- Building a Culture of Trust

Week TWO

3rd Module – Collaborative Cultures

- Culture as #1 Determinant of Behavior
- How to Create a Collaborative Culture
- Building a High Performance Team

4th Module – Collaborative Innovation

- How Trust impacts Innovation
- Using Diversity as an Engine of Innovation
- Innovation as Adaptive Change Mechanism

Week THREE

5th Module – Collaborative Leadership

- Four Alignments of Collaborative Leaders
- Transforming Vision into Value
- Turning Breakdowns into Breakthroughs

6th Module – Collaborative Economics

- Economic & Value Creation Power of Trust
- Creating Communities of Abundance
- Prosperity & Empowering the Disadvantaged

Week FOUR

7th Module – Collaboration & Complexity

- How Collaboration Simplifies Complexity
- Risks & Law of Unintended Consequences
- Complex Project Delivery - on Time/Budget

8th Module – Organization Transformation

- How to (& not to) Change Organizations
- Overcoming Resistance to Change
- Alliances & Organizations as Networks

*A Vibrant, Transformational Program with Fresh New Thinking
for Leaders who Serve Communities*

What's so Unique about this program that makes it different from all the others I've attended?

First, most likely all the programs you've attended in the past were fragmented – you received advice and models from one authority that did not integrate their model with another authority. Thus you had to create a patchwork of frameworks, methods, and mindsets that may not really have created synergistic impact with the other models. We have ensured that our models and frameworks all fit together seamlessly, so that one framework elegantly dovetails into the next.

We believe this to be the first *fully integrated collaborative systems excellence program* ever delivered.

Second, all too many management and business schools amalgamate a pastiche of strategies and methods, some of which are *adversarial*, some *transactional*, and others *collaborative*. We have fastidiously ensured that all our approaches capitalize on creating a collaborative system – all the way from the neuro-chemistry of the brain to large-scale organizational transformation.

Third, our workshop integrates scientific studies with the wisdom of the ages, along with best practices, tested operational strategies and universal fundamentals of human behavior a holistic, integrated, easy-to-use architecture that will culminate in a revelation that will show you:

- What really causes humans to act the way they do
- The best leadership methods that will produce highest performance
- What causes people to distrust, fight, and destroy each other
- How trust is actually hard-wired into the brain's DNA and how to access it quickly
- How to build a world of trust and avoid the traps of guile and manipulation
- How to align teams on a common goal
- How to create synergy and unleash innovation

How to spot the untrustworthy and limit any damage they might do.

Because our approach begins at the universal level of human behavioral trust-building, it helps transcend and transform cultural differences. What you learn can be (and has been) used in a wide variety of cultures across the globe.

COLLABORATIVE EXCELLENCE

➤ What others have said about similar programs by our team:

Insert comments here such as:

"An extraordinary experience. Your approach to trust is one of the most insightful and empowering experiences of my business career. I've used your method extensively and can say without reservation that the Architecture of Trust has profoundly changed the way I do businesshugely important and very powerful."

—Ninon Prozonc, Vice President, Connect America



"You had great impact!.... both educational and inspiring."

— Pat Garcia, Director, Sanofi-Aventis

"Invaluable in seeing how building trust contributes to achieving our top organizational priorities: Profit/ROI, Competitive Advantage, and Innovation."

— Kim Castagnetta, Director, Richoh

"Very applicable...critical to the future success of our company....Great way to articulate how we should shape our company's future.....can't wait to share this with my executive teams, peers, and staffvery insightful, inspiring, and valuable."

— Chad Compton, Director, Xerox

"...the missing code on trust...truly exceptional."

— Paul G. Stoltz, Ph.D. Author: *Adversity Advantage* and *Adversity Quotient*, CEO, PEAK Learning, Inc.

"Robert Porter Lynch may be one of the best trust thinkers today."

— Charles H. Green, Author: *The Trusted Advisor*

"Thank you for your passion and wisdom by faithfully speaking the truth to business! These messages are critical at such a time as this!!"

-- Michael Allen, CEO, Ventura Mfg.

"Your teaching has made a profound influence in our development. Personally I use your book as a text book, road map, and bible. It still amazes me how true all the "essentials for success" have been for us! I wonder sometimes if our alliance would have just "fallen by the wayside" like so many others if we hadn't been made aware early on how important each of those blocks would be in achieving success."

Director, Business Development, Health Care Alliance

"I used the Best Practice frameworks the next week to rebuild a failing alliance, and the turnaround in performance was extraordinary. This approach is continuing to pay back enormous results 2 years later."

Senior Executive, Leading Computer Company

WHY is this Important?

➤ Leadership is the Most Critical Factor in Producing Results

Of all the factors that influence outcomes, leadership stands at the pinnacle; no other factor provides the leverage and nexus to have such an impact and make a difference in success or failure, or cooperation or conflict.

Today's world is changing at a bewildering pace. In no other period in the history of human events (with the exception of wartime) have we encountered so much change so fast, with so much inter-connectivity.

This makes leadership even more vital today – times of change can become chaotic and regressive when poor leadership prevails, and, alternatively, enlightening and progressive in the presence of inspiring leaders.

➤ Collaborative Leadership is Essential

In today's inter-connected world, fully 85% of all employees recognize the powerful impact by working in teams, cross-boundary relationships, or strategic alliances.

Thus, for today's organizations, Collaborative Leadership is an essential configuration.

Other forms of leadership, when applied to complexity, change, and connectedness are, for the most part, misguided, dysfunctional, or obsolete. Adversarial, Transactional, and Hierarchical Leadership approaches are simply not effective in much of today's world, simply because these neither take advantage of the power of teamwork to produce quality results and nor engage collaborative innovation necessary for rapid adaptation.

For all-too-many leaders, the constructs of leadership are ill-defined, ambiguous, and muddled, which produce poor, or even counter-productive, results.

➤ Our Competitive Advantage

Leadership is too important to leave it to chance. Our team has been developing Collaborative Leaders for years. We have learned that most every leader can improve their capabilities with the right approach.

Our approach stands above most leadership development programs in a number of ways, including:

- We teach leadership as a “system” consisting of tested Best Practices that impact:
 - ✓ Strategy, Competitive Advantage, and Value Maximization
 - ✓ Culture, Trust, Teamwork and Character of the whole organization
 - ✓ Operational Excellence and the ability to produce highly coordinated results
 - ✓ Dynamic Adaptation and Innovation to readjust and get in front of Change