

FACILITATION TRAINING & SERVICES

The #1 Provider of Facilitation Training & Professional Facilitation Services

A LETTER FROM THE CEO



Dear Friends:

Since 1992, we at Leadership Strategies have earned a solid reputation for delivering powerful facilitation training and services – an accomplishment we cannot have achieved without you, our loyal customers. With your support, we have emerged as the #1 facilitation company in the nation by delivering effective facilitation and leadership training programs. We know that facilitation is more than a practice – it's a solution. And, we are proud to deliver the solution to you whether it is in the classroom or in the meeting room.

Facilitation soft skills are essential to the success of individuals, teams, client relationships, and the entire organization – these skills truly represent an enterprise need!

We are very excited about the role we get to play in sharing the power of facilitation with the world. Please join us in spreading the word!

A handwritten signature in black ink that reads "Michael W. Robinson".

Leadership Strategies
The Facilitation Company

LEADERSHIP STRATEGIES

SHARING THE POWER OF FACILITATION WITH THE WORLD

In 1992, Leadership Strategies, Inc. (LSI) was established to provide two things – facilitation training and meeting facilitation services. Today, the company continues as the leading facilitation company in the US with over 18,000 trained graduates and over 500 professional facilitators in its network. Based in Atlanta, GA, LSI offers both its training and facilitation services worldwide to business, government, and non-profit organizations.

LSI's approach to facilitation is summarized in three words - practical, dynamic, and interactive. This approach promises proven methodologies designed for immediate application, an engaging delivery of training and services, and a heavy emphasis on practice and feedback. The company now commonly refers to this approach as "The PDI Difference" – a key differentiator in the facilitation industry.

When it comes to training, we "facili-train"! Unlike most instructor-led courses that offer minimal opportunities for practice and feedback, when you take a course from LSI, over 50% of the class will be practice sessions, role plays, group interactions, or highly-engaging team exercises. When it comes to meeting facilitation services, we are among the best in the business. LSI boasts more facilitators with the Certified Master Facilitator (CMF) designation – the highest certification level in the facilitation industry – than any other provider.

Our Mission: To serve as a facilitator of positive, impactful results for our clients through practical, dynamic, and interactive facilitation and training services.



*In 2014



WHAT'S INSIDE LSI?



Look inside to find the solutions to your facilitation training and service needs. This booklet provides a menu of options to discover our practical, dynamic, and interactive approach to facilitation.

Table of Contents

02 A Letter From the CEO
03 About Leadership Strategies

06 What is Facilitation?

08 Training Solutions

10 Facili-Training
12 The Effective Facilitator
14 Advanced Facilitation Skills
15 Facilitator Certification Prep
16 Facilitating Virtual Meetings: Essentials
17 Facilitating Virtual Meetings: Comprehensive
18 The Facilitative Consultant
19 Facilitation Skills for Trainers

20 Get on Track! (*Solutions Matrix*)

22 Secrets to Facilitating Strategy
23 The Seven Separators of Facilitation Excellence
24 Leadership Through Facilitation
25 Masterful Meetings
26 Making Technical Meetings Work

27 Tools of the Trade

28 Meeting Facilitation Services

30 Need a Facilitator?
32 Strategic Planning
34 Team Building
34 Conference Facilitation
35 Meetings Transformation
35 Community Engagement
36 Issue Resolution
36 Team Activation
37 Process Improvement
37 Systems Requirements
38 Focus Groups
38 Coaching

38 Partner with Us

39 Connect with LSI



Take a Facilitative Approach:

LSI's commitment to its mission is backed by its belief that individuals drive powerful results when they take a facilitative approach to what they do.



WHAT IS FACILITATION?

FA-CIL-I-TATE

(fe sil'e tat') Latin. Facilis

to make easy

Facilitation is the process of helping a group accomplish its task. Through facilitation, the meeting leader (the facilitator) guides the participants through a series of pre-defined steps to arrive at a result that is created, understood and accepted by all participants.

Every facilitated session has a specific purpose or result to be achieved. For example, the purpose of a particular facilitated meeting might be to create a strategic plan for the organization, or improve the efficiency of a specific process, or define a solution to a difficult problem.

Bring facilitation to your organization.

See how you can share the power of facilitation one business unit at a time.



IT

"We have bad meetings. Our technical analysts and business analysts do not speak the same language, and the constant back-and-forth delays delivery."

SOLUTION:

The Effective Facilitator
Facilitating Virtual Meetings: Comprehensive
The Facilitative Consultant



FINANCE

"We're skilled with numbers, but we need to improve our communication skills during meetings."

SOLUTION:

The Effective Facilitator
Facilitating Virtual Meetings: Essentials



PROJECT MANAGEMENT

"I'm a certified PMP, but I could sure use more consulting skills to better manage relationships and get my customers on board faster."

SOLUTION:

The Facilitative Consultant
Facilitating Virtual Meetings: Comprehensive
Masterful Meetings



CONTINUOUS IMPROVEMENT

"In order for us to actually implement, we need to get buy-in, which is tough."

SOLUTION:

The Effective Facilitator
The Facilitative Consultant



HR / LEARNING & DEVELOPMENT

"How do I appropriately scope the professional development needs of each business unit?"

SOLUTION:

The Facilitative Consultant
Facilitation Skills for Trainers
Secrets to Facilitating Strategy

The background features a series of overlapping geometric shapes and lines in various shades of green and yellow. A prominent diagonal line runs from the top right towards the bottom left. Several horizontal and vertical lines intersect this diagonal, creating a sense of depth and movement. The overall aesthetic is modern and minimalist.

SOLUT

IONS

When it Comes to Our Training... We enhance people's facilitation skills by showing them how to use facilitation in leadership, managing teams, consulting, running meetings, communications, presentations, and other soft skill areas.

Learn more about our training. **Turn the page!**

FACILI-TRAINING

The more people in an organization who are skilled at facilitation, the more effective an organization can be in leading people, managing teams, creating strategy, and running meetings that matter.

LSI offers a full suite of facilitation and leadership training available for private, on-site delivery and in public classes across the U.S. and other major cities worldwide.

Through our flagship course, The Effective Facilitator, and many others, we have helped more than 18,000 people embrace facilitation as a powerful tool for reaching *better decisions, often faster, with much higher levels of buy-in and commitment.*

Get on track! Why our training courses should be your next stop...

We teach you the 10 Principles of Facilitation – a repeatable methodology we have developed into the Facilitator's Methodology, back them with over 100 techniques, and then provide advanced training and certification training for individuals in pursuit of becoming a Certified Master Facilitator.

- We train more facilitators than anyone in the U.S.!
- Over 18,000 have completed our training
- We have the most CMFs! As of 2014, we have five out of only 2 total CMFs in the world!
- Give us four days and learn 100+ techniques with 6 practices, feedback and recording.
- Give us six days, and we will prepare you for certification by the International Institute for Facilitation!

Facilitation Training Courses

- The Effective Facilitator
- Advanced Facilitation Skills
- Facilitator Certification Prep
- Facilitating Virtual Meetings: Comprehensive
- Leadership Through Facilitation
- The Seven Separators of Facilitation Excellence
- Secrets to Facilitating Strategy
- The Facilitative Consultant
- Facilitation Skills for Trainers
- Facilitating Virtual Meetings: Essentials
- Masterful Meetings
- Making Technical Meetings Work



SOLUTION: THE EFFECTIVE FACILITATOR

Anyone who has ever facilitated a group meeting where consensus seems impossible to reach and productivity is disrupted by dysfunction knows facilitation is *not* an easy task. The Effective Facilitator will solve those challenges by teaching you the right fundamentals, process and techniques to develop your facilitation skills. This course helps individuals in any role and any level lead groups effectively to drive results.

After taking this course, you will be consistently running meetings at a higher level. Unlike other facilitation training courses, The Effective Facilitator devotes 70% of its curriculum to interactive learning, which means participants should expect tons of practice, role playing, and group exercises. You will be able to immediately apply what you practice in the training room. Learn skills like consensus building, keeping the group focused, generating energy, and managing dysfunction. To date, over 95% of our attendees have rated this course as THE BEST or ONE OF THE BEST courses they've ever taken!

No facilitation course provides you more!

You get:

- 10 Principles of Facilitation – the Facilitator's Methodology
- Over 100 techniques for immediate use
- Interactive exercises on managing group dynamics and dysfunction
- A rich, 160+-page workbook plus convenient mini manual for easy reference
- 10 detailed agenda models to use right away
- 6 practice sessions to apply and master what you learn
- Exercise packet with sample case studies
- A recording of your final practice session
- The Maximizer - a monthly e-mail reminder of a technique from the course
- The Monthly Touch - a monthly web session for you to refresh your skills and ask questions with a veteran facilitator



WHY *you are* HERE:

“I HIGHLY RECOMMEND THIS COURSE TO ANYONE WHO HAS TO DEAL WITH GROUPS OF PEOPLE AND NEEDS TO MOTIVATE, INSPIRE AND FOCUS THEM TO REACH A STATED GOAL. THE TECHNIQUES PROVIDED IN THIS COURSE, ALONG WITH THE PRACTICAL EXPERIENCE YOU GET THROUGH THE EXERCISES (SUCH AS PRACTICING FACILITATION ON YOUR FELLOW CLASSMATES), WILL SERVE THE GRADUATES AND THEIR FUTURE PARTICIPANTS WELL.”

— **Mario Busacca**, Environmental Program Office, NASA

*****A streamlined version of *The Effective Facilitator* is also available.**



4-Day class
Available class types:
Public
Private
Streamlined



Get a free preview of this course.
Attend our interactive webinar,
Introduction to Facilitating Groups.



As a proud Registered Education Provider for the Project Management Institute (PMI), our course, *The Effective Facilitator*, is worth **up to 24 Professional Development Units to PMI credential holders.**



Our course helped a Fortune 100 insurance company **save \$100,000 in project costs** and 40-45% in project initiation time.

You want essential facilitation training for superior group engagement and meeting results.



SOLUTION:

ADVANCED FACILITATION SKILLS

(Prerequisite: The Effective Facilitator)

If you have completed The Effective Facilitator and are ready for more, Advanced Facilitation Skills will accelerate you to the next level! This course gives you substantial opportunities for intensive practice, where you are able to receive and incorporate instructor feedback during your training. You will leave the training ready to apply advanced facilitation skills to generate powerful solutions within groups.

In Advanced Facilitation Skills, you will build upon the principles and techniques acquired from The Effective Facilitator. Enhance your probing skills, obtain better control of disagreements, and explore these other key topics:

- The three distinct levels of facilitator development
- Using the DISC model to learn how to read and adapt to communication styles
- Advanced questioning techniques - drilling down, funneling, “SSR”-ing
- Over 25 engagement strategies, including Dump and Clump, Brief Encounters, Last Person Standing and Rotating Flip Charts.
- “Facilitating on the fly” - running a session when you have little time to prepare



3-Day Class
Available class types:
Public
Private



WHY you are HERE: *You are ready to advance your facilitation skills with intensive training*



SOLUTION:

FACILITATOR CERTIFICATION PREP

Are you preparing to become a Certified Master Facilitator? The Certified Master Facilitator™ (CMF) designation is the highest level of certification available to facilitators. Our curriculum – Facilitator Certification Preparation – integrates principles from The Effective Facilitator with the 30 CMF sub-competencies to deliver a power-packed session. We are dedicated to your success!

The International Institute for Facilitation (INIFAC) grants the prestigious CMF designation. As a partner of INIFAC, we are one of the leading organizations in providing the most thorough preparation training needed for the rigorous certification process. We ensure that you:

- Have a complete understanding of INIFAC's requirements and the four parts of the CMF certification process.
- Undergo the right training and practice to meet the certification requirements
- Match 100+ techniques from The Effective Facilitator and the 30 CMF sub-competencies to aid you in your application
- Receive a recording of your facilitation in the format required for CMF certification (Special feature!)
- Finish the curriculum feeling confident to pursue the process



2-Day Class
Available class types:
Public
Private



Get a free preview of this course.
Attend our interactive webinar,
**Becoming a Certified
Facilitator.**



WHY you are **HERE:**

You are an advanced facilitator seeking preparation training for the Certified Master Facilitator certification.



SOLUTION:

FACILITATING VIRTUAL MEETINGS: ESSENTIALS

This course is designed to help leaders like you drastically improve the efficiency and productivity of your virtual meetings. You'll learn from our dynamic instructors who model the practical techniques taught in a highly-engaging and interactive format. Starting with an understanding of the common problems faced by virtual meeting leaders, this course presents the solution - a vision of productive virtual meetings and step-by-step instructions you can use right away for seamlessly managing your virtual meetings.

Dramatically improve the quality of your virtual meetings by learning how to:

- Minimize technical issues
- Keep remote participants engaged, focused and involved
- Minimize distractions and multi-tasking
- Manage dysfunctional behavior
- "Read" body language/non-verbal cues virtually
- Create a "team" feel among remote group members
- Bring the virtual group to a consensus decision



1.5-Day Class
Available class types:
Private (Online)



Get a free preview of this course.
Attend our interactive webinar,
Virtual Facilitation.



WHY you are HERE: *You want to improve your virtual meetings or learn how to lead virtual meetings for productive meeting outcomes.*

SOLUTION:

FACILITATING VIRTUAL MEETINGS: COMPREHENSIVE

The rise in virtual meetings and teleconferencing has made it even more important for you to shape your facilitation skills from in-person to the virtual environment. We will take you beyond the basic understanding of using virtual meeting tools and applications – you will discover how to use them effectively to maximize group results while minimizing common virtual meeting challenges. Our curriculum will show you how to facilitate with technology using valuable tools and techniques to keep your team members focused, engaged, and results-driven – even when they are not in the same room.

Take virtual sessions to a new level by learning how to execute these key areas:

- Fully prepare your meeting “place”
- Manage dysfunction and disagreement virtually
- Engage your group using multiple virtual activities
- Keep your group fully involved – not multi-tasking
- Close your session “seeing” your group’s confidence commitment



3-Day Virtual Class
Available class types:
Public (Online)
Private (Online)



Get a free preview of this course.
Attend our interactive webinar,
Virtual Facilitation.



WHY you are HERE:

You want comprehensive hands-on practice in facilitating virtual meetings.



SOLUTION:

THE FACILITATIVE CONSULTANT

Whether you are a consultant, a client relationship manager, or any professional whose role requires a consultative style, your objective is the same – client satisfaction. The Facilitative Consultant is a course designed to improve your consulting skills through a facilitative approach, which will boost your ability to satisfy clients every time. An interactive case study is included in the course to allow you the opportunity to solve a real-life client problem.

The Facilitative Consultant provides a structured framework for consulting with foundational techniques and critical client handling strategies to utilize throughout the consulting process.

Complement your expertise by learning how to:

- Gain and maintain client trust, credibility and confidence
- Read the DISC communication styles of others and adapt for better communication
- Uncover the common barriers to team success and discover prevention strategies
- Develop and present convincing recommendations that address client objectives
- Manage client expectations throughout the project life cycle



3-Day Class
Available class types:
Public
Private



Get a free preview of this course.
Attend our interactive webinar,
Effective Consulting.



WHY you are HERE: *You have a consultative role and need soft skills training to enhance your ability to satisfy your clients.*

SOLUTION:

FACILITATION SKILLS FOR TRAINERS

Go beyond the typical learning environment – create a dynamic experience for your audience by incorporating facilitation skills in your training style. In Facilitation Skills for Trainers, you will significantly improve your ability to actively engage audiences – even in the most challenging training rooms. Bring a module from one of your courses, so you can immediately apply the course strategies to your material and gain valuable feedback! You will receive customized tools and structured practice sessions to improve your facilitation skills and delivery format.

Enrich your training skills by learning how to:

- Design training that captures and engages any audience
- Address different learning styles
- Manage the group's energy
- Redirect dysfunctional behavior
- Deliver training that achieves essential results, greater understanding, and skill transfer



3-Day Class
Available class types:
Public
Private



Get a free preview of this course.
Attend our interactive webinar,
Facilitative Training Skills.



WHY *you are* **HERE:**

You are a training professional looking for fresh ways to engage your audience and deliver training excellence.



GET ON TRACK!

Which destination points are right for you?

I want to:

Overcome the challenges of defining project scope.

Improve my communication skills.

Get better at engaging groups.

Strengthen trusting relationships with clients.

Build confidence with my peers, clients, superiors and subordinates.

Define purpose or needs better.

Gain buy-in and consensus on critical decisions.

Have impactful interactions with my team or group.

Be viewed as an effective leader.

Facilitate more effectively and productively for better results

Facilitate sessions effectively when remote or virtual.

Pursue a professional facilitation path.

Reach strategic decisions that will help my organization.

Add structure to my meetings for efficiency.

Reduce wasted time in projects, processes and meetings.

Understand why my organization's strategies might be failing.

Make a positive impact within my community.

Foster thought leadership throughout my organization.

Make my trainings, presentations, or meetings memorable.

The Effective Facilitator
Advanced Facilitation Skills
Facilitator Certification Preparation
Secrets to Facilitating Strategies
Facilitation Skills
The Facilitator's Toolkit

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egy
for Trainers
Facilitative Consultant

Facilitating Virtual Meetings: Comprehensive
Facilitating Virtual Meetings: Essentials

Facilitation Courses*

Leadership Courses*

Planning Courses*

IT Professional Courses*

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● Public & Private Training
(Facilitation Courses)

● Virtual Public & Private Training

● Private Training

*Facilitation Courses

Masterful Meetings
Making Technical Meetings Work
The Seven Separators of Facilitation Excellence

*Leadership Courses

DISC Workshop
Customers for Life
Advanced Presentation Skills
Communication Styles Workshop

*Planning Courses

Springboard Online!
Secrets to Facilitating Strategy
Strategic Planning: Making it Work
Strategic Planning for Governments

*IT Professional Courses

The Facilitative Consultant
Making Technical Meetings Work



SOLUTION:

SECRETS TO FACILITATING STRATEGY

Secrets to Facilitating Strategy provides a detailed overview of the critical building blocks and process that make up a successful strategic plan. The session gives practical, step-by-step directions to form a plan as well as interactive practice sessions to reinforce learning. You will practice developing a three-year strategic plan by facilitating a mock company. Complete the training with a clear understanding of what an effective strategy looks like and the necessary steps to create it.

In Secrets to Facilitating Strategy, you will learn:

- The Drivers Model – our proven methodology for strategic planning
- The key components of a strategic plan and the steps in the strategic planning process
- Guidelines for developing a strategic plan and evaluating its quality
- Techniques for facilitating a team through the strategy process, including what to avoid
- How to employ strategic planning best practices in real life



3-Day Class
Available class types:
Public
Private



Get a free preview of this course. Attend one of our interactive webinars, **Strategic Planning for Success OR Keys to Facilitating the Strategic Planning Process.**



WHY you are HERE: *You want to learn how to build or improve an effective, implementable strategic plan using a methodology that works.*

SOLUTION:

THE SEVEN SEPARATORS OF FACILITATION EXCELLENCE

What is it that separates *great* facilitators from good ones? What is it that great facilitators do to keep training sessions and meetings focused, energetic, and results-oriented? Discover the seven key skills that distinguish the best facilitators from the rest of the pack – known as the “seven separators.”

In this fast-paced, dynamic session, learn how to differentiate yourself with these seven separators:

1. Establish and maintain a high energy level
2. Ask starting questions that draw a vivid image
3. Have a full toolkit of follow-up question types
4. Respect the “power of the pen”
5. Carry the group through the process
6. Prevent, detect and resolve dysfunction
7. Isolate and address the sponsor’s key needs



1-Day Class
Available class type:
Private



WHY you are HERE: *You want to differentiate yourself from the pack and become a great facilitator - not just a good one.*



SOLUTION:

LEADERSHIP THROUGH FACILITATION

Leadership Through Facilitation provides participants with a clear picture of the role and impact of leaders in serving as catalysts for facilitating action within their organizations. In the past, many leaders viewed their role as setting a direction and controlling people and resources to achieve that direction. Yet, a major shift has been occurring. Leaders are recognizing the benefit of inspiring and engaging employees rather than commanding and controlling. Whether you are managing a team, running a division, establishing a business unit or heading up a Fortune 500 company, these concepts are building blocks for successful leadership!

Employ a comprehensive set of concepts and tools, including:

- Moving to a higher level in your leadership
- Gaining buy-in and inspiring trust
- Establishing and communicating your vision
- Moving people through the delegation matrix
- Handling disagreements building consensus
- Executing masterful meetings



1-Day Class
Available class type:
Private



WHY you are HERE:

You are looking to move to a higher level of leadership that goes beyond past, traditional leadership styles.

SOLUTION:

MASTERFUL MEETINGS

Are you tired of meetings that don't start on time, don't have a purpose, don't stay on topic or don't reach a decision? This course equips you with a step-by-step guide for increasing efficiency, effectiveness and creating a culture in your organization that revolutionizes the way people run meetings. Starting with an understanding of the common problems with meetings, Masterful Meetings provides specific techniques you can use right away for improving your meetings.

Dramatically enhance the quality of meetings by learning how to:

- Focus on purpose, product and people in planning a meeting
- Develop a results-driven agenda that achieves the purpose
- Effectively prevent and manage dysfunctional behavior
- Increase productivity and efficient use of time
- Keep meetings on track and focused
- Bring groups to consensus
- Close the session with clarity and commitment



2-Day Class
Available class type:
Private



WHY you are **HERE:**

You run a lot of meetings and want new strategies and approaches for getting the most out of time spent in meetings.



SOLUTION:

MAKING TECHNICAL MEETINGS WORK

Balancing rigorous attention to detail with effective engagement and communication – is this a problem in your technical meetings? This course teaches you how to create the balance. Making Technical Meetings Work provides a complete framework for highly-effective technical meetings and specific techniques that you can use right away for improving your technical meetings.

Learn how to:

- Raise the bar on the quality of technical meetings
- Use specific techniques for addressing key barriers to focus, productivity and efficient use of time
- Keep technical meetings on track and focused
- Effectively deal with dysfunctional behavior
- Lead a technical group to consensus and commitment



1-Day Class
Available class type:
Private



WHY you are HERE:

You run a lot of technical meetings and want the soft skills to make them less challenging and more productive.

TOOLS OF THE TRADE



Articles



Books



Online
Courses



Facilitator
Guides



Public
Classes



Course
Manuals



Subscriptions

Supplement your facilitation skills with these tools of the trade. From articles and books to online courses and facilitator guides, discover more examples and tips to transform your next group meeting or engagement.

Learn more about all of our products and solutions at www.leadstrat.com/products-and-solutions.



The image features a light blue background with a network of thin, overlapping lines in various shades of blue and green. Some lines are vertical, some are horizontal, and others are diagonal, creating a sense of connectivity and structure. The word "SERVICE" is prominently displayed in the center in a bold, dark blue, sans-serif font. The letters are thick and blocky, with a slight shadow effect that makes them stand out against the busy background.

SERVICE

GES

When it Comes to Our Meeting Facilitation Services... We provide companies with dynamic, professional facilitators who lead groups – such as executive teams and task forces – in areas like strategic planning, issue resolution, requirements analysis, process improvement, conference forums, and other session types. We also provide professional facilitators for coaching and other various consulting needs.

Learn more about all of our meeting facilitation services. **Turn the page!**

NEED A FACILITATOR?

Facilitation is a powerful tool that helps people reach better decisions, often faster, with much higher levels of buy-in and commitment. Hiring a professional facilitator can transform the way you hold meetings, do business, and keep you from wasting time on:

- Unproductive, unfocused meetings
- Tedious planning sessions that aren't producing desired results
- Group activities derailed by challenging participant behaviors

Our facilitators are among the best in the industry, including five who are master facilitators! Our facilitators will....

- Keep participants focused and on track
- Quickly defuse difficult behaviors and minimize distractions
- Create a comfortable environment for full participation
- Skillfully deploy an array of interactions and facilitation techniques
- Tailor their style to the needs of the group
- Develop consensus and bring a common vision to the surface
- Build commitment for a workable, quantifiable action plan to move forward

Take the track where an expert will work with you – not just for you.

We provide companies with dynamic, professional facilitators who lead groups – such as executive teams and task forces – in areas like these:

- | | |
|---------------------------|------------------------|
| • Strategic Planning | • Issue Resolution |
| • Team Building | • Team Activation |
| • Conference Facilitation | • Process Improvement |
| • Meetings Transformation | • Systems Requirements |
| • Community Engagement | • Focus Groups |



SERVICES:

MEETING FACILITATION

STRATEGIC PLANNING: Have you spent countless hours developing strategic plans that haven't delivered? Has your plan ever sat on a shelf with zero accountability and commitment? You're not alone. While the statistics vary, typical success rates for strategic planning processes are poor. We'll work *with* you to create an effective strategic plan and a focused monitoring process that produces results

We combine expert facilitators with a proven strategic planning methodology, the Drivers Model – a formula for success that will pay off in your organization.

See our packages and services:

- Strategic Planning Packages
- Strategic Plan Assessment
- Survey Design, Analysis & Implementation
- Strategy Monitoring



The Drivers Model is LSI's proven methodology suitable for helping any organization identify its business problems and construct an effective strategic plan of action for solving them.

(More facilitation services on the next page)



WHY you are HERE:

“FACILITATION IS AN ACCELERATOR THAT FOSTERS BROAD THINKING, CONSENSUS BUILDING, QUICKER DECISION MAKING, AND BEYOND.”

— **David Head**, Chief Financial Officer, Manheim Asia Pacific

Our Drivers Model helped executive leaders at Manheim Asia Pacific, a division of Manheim International, achieve a successful, implementable strategic plan that answers to revitalizing growth and building trust.



LSI has over 500 facilitators – including Certified Master Facilitators – to help you reach more effective results with your strategy.



Start with a **management briefing** to assess your current situation. Identify your critical issues and get your team's commitment in addressing them.



Using our proven strategy methodology, the Drivers Model, we'll guide you through the process:

- Phase I. Briefing & Situation Analysis
- Phase II. Strategy Development
- Phase III. Implementation & Monitoring

The Drivers Model is scalable for your organization – big or small.



Your trust in our strategic planning capabilities is backed by our 20+ years of success with business, government, and non-profit organizations.

You need an expert to work with you in creating a clear, scalable plan that gets implemented and achieves the best outcomes at your organization.



SERVICES:

MEETING FACILITATION *(Continued)*

TEAM BUILDING: Discover our three-level approach to team building designed to help your team based on your specific needs and the critical outcomes to be achieved.

CONFERENCE FACILITATION: A conference is a great way to get large numbers of people all together in one room, but if the meeting isn't a valuable use of everyone's time, the only thing people will remember is the crowd. Our conference facilitation and planning focuses on strategically building your conference ahead of time and ensuring active participation and purpose.



MEETINGS TRANSFORMATION: Our meeting transformation services provide you with a tool designed to empower every individual to aid in meetings transformation and a detailed road map for igniting effective meetings within your organization's culture.



COMMUNITY ENGAGEMENT: From our experience with community meetings, we have identified seven strategies for successful citizen engagement. If your organization needs to gain community input, we will provide the techniques for making the session dynamic and interactive, while maintaining control and yielding positive results.



MEETING FACILITATION *(Continued)*

ISSUE RESOLUTION: Our issue resolution process is a structured approach that guides participants in moving beyond the positions and drilling down to the critical issues and criteria that should drive selection. Depending upon the needs of the group, we utilize a combination of seven consensus building strategies to help groups understand the real issues and create win-win solutions.

TEAM ACTIVATION: Our facilitators help bring your team together to detail a complete project charter, including purpose, deliverables, roles, responsibilities and timelines. We also take you through the additional steps that will ensure real results from your plan, by evaluating project barriers and critical success factors and guiding you on how to build these into the structure of your project plan. We get your team ready to be effective and productive from day 1.

PROCESS IMPROVEMENT: Whether it is the process for designing new products, filling customer orders or rewarding performance, an ineffective process can impact the organization's ability to succeed. We will guide your team in seeking solutions that increase quality, speed and service to your end customer.

SYSTEMS REQUIREMENTS: Numerous studies have shown that the majority of problems found during systems design and testing could have been prevented during the requirements phase. At LSI, nearly half of our professional facilitators are veteran information technology analysts capable of effectively applying our facilitation expertise to technology relevant processes. We help you run productive sessions with your customers to increase your effectiveness in gathering systems requirements.

SERVICES:

MEETING FACILITATION *(Continued)*

FOCUS GROUPS: Our facilitation processes are highly effective for focus group sessions. During the design stage, our superb planning skills will help you isolate your key objectives, identify critical success factors, and design a process and questions that achieve the desired aim.

COACHING: Our professional coaching is useful to help individuals and groups follow a path to achieving short and long-term goals. We are committed to a one-on-one partnership with you. Our coaching provides structure, guidance and support for clients to:

1. Take a complete look at their current state, including their assumptions and perceptions about their work, themselves and/or others;
2. Set relevant and realistic goals for themselves, based on their own nature and needs;
3. Take relevant and realistic actions toward reaching their goals; and
4. Learn by continuing to reflect on their actions and sharing feedback with others along the way.



PARTNER WITH US: Looking for ways to save or earn additional revenue? Interested in teaching our courses? We offer organizations the opportunity to purchase a license to our courseware and become certified to teach our courses. Our licensees are able to drastically save on training costs, potentially saving tens of thousands of dollars every year. Our resellers are able to greatly increase their earnings potential.

If you are interested in licensing our courseware and becoming one of our partners, please contact us at info@leadstrat.com or 1-800-824-2850.

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