diversity of thought
IS A COMPETITIVE ADVANTAGE
YOUR ADVANTAGE STARTS HERE: XAP

A PROGRAM FOR ASPIRING WOMEN LEADERS

XAP

XCELERATED ACTION PROGRAM

THE NEW WAY FOR **FORWARD-THINKING COMPANIES** TO BUILD A PIPELINE OF **CONFIDENT, INSPIRED, RESULTS-DRIVEN WOMEN** QUICKLY AND WITH NO TIME AWAY FROM WORK.

Clients include: START UP INSTITUTE, GE, KPMG, COMCAST, TESLA, Spotify, wayfair

XAP – Xcelerated Action Program – helps organizations pave the way for women to succeed; so we all win.

Inspire and ignite the talent of women

XAP teaches women the hard and soft skills to succeed *quickly* – all delivered with no time away from work.

Our accelerated program boosts women's confidence, strategic focus and key business skills, by using practical action steps in a relaxed environment, to get results quickly and sustain the momentum.

> **"Women are RAVING about the content, approach and camaraderie!"**
>
> **Senior Director, HR Talent Management, COMCAST**

Key Benefits for Women:

- **learn** to be more **strategic, focused** and set and achieve **lofty goals**
- **master business essentials** (confidence, communication, running productive meetings, goal setting, negotiations, financials)
- **increase productivity** with **time management** strategies and **accountability** for results
- develop an **entrepreneurial mindset** to see new ways to provide **value**
- **push past fears** and doubts holding them back

Key Benefits for Companies:

- builds a **pipeline** of **women leaders** for a more diverse and **successful leadership** team
- provides a **cost-effective, enjoyable** and **action-based** solution for **training new** and **aspiring leaders**
- **motivates, educates** and **inspires** employees to be more **engaged, productive** and **valuable** contributors
- **delivers results quickly** in an accelerated program with no time away from work

XAP

XCELERATED ACTION PROGRAM

XAP has a Kickoff Conference in Boston, 8 weekly online group sessions, materials, private community to connect and ask questions, a Graduation Retreat, 6-month follow-up and lifetime access to the alumnae network and material.

DATES:
- **Kickoff Conference - SATURDAY, SEP 22, 2018** in Boston
- **Weekly Online Class** - Thursdays 7-8 pm EST **SEP 27 – NOV 15, 2018**
- **Graduation Retreat - SATURDAY, NOV 17, 2018** in Boston

FEES: $1295 includes Kickoff Conference, 8-week program and Graduation Retreat, light meals and all materials. (Hotel/travel not included.)

SPECIAL: Register 10 students and get a **FREE onsite workshop** for men and women **($5500 value).** Limited Time Offer – Expires 7/31/18.

EMAIL: xap@yearofaction.com • CALL: 617-640-4575 • REGISTER: http://yearofaction.com/xap

XAP - XCELERATED ACTION PROGRAM FOR WOMEN

Fast Track Professional Development Program for Women from Year of Action

YEAR OF ACTION
PROGRAMS THAT BOOST INNOVATION & INCLUSION

MODULE 1

Get CLEAR on what you want.

Learn how to get focused and get past what's holding you back in your career

- WEEK 1: Be Unstoppable
- WEEK 2: Set 90-Day Goals
- WEEK 3: Get Focused
- WEEK 4: Get Clear on Your Value

You will complete *Action Sheets* and videos on:

- Goal Setting
- Time Management/Analysis
- Productivity Tools and
- Exercises to develop your confidence, skills, strengths and more

By the end of this module you will learn:

- a process to push past fear and doubts and get results
- a system for how to set and reach goals
- how to focus on actions that get results
- how to work in sprints for faster results
- how to identify strengths and skills
- how to develop an entrepreneurial mindset to solve problems from a new perspective

MODULE 2

MUST-HAVE Business Basics

Learn the basics of Communication, Financials, Negotiations and Sales

- WEEK 1: Own the Room
- WEEK 2: Know the Numbers
- WEEK 3: Negotiate Like a Pro
- WEEK 4: Sell it – and your Action Plan for going forward

You will complete *Action Sheets* and videos on:

- Communication
- Meeting and Email Time Savers and Best Practices
- Delivering a Winning Pitch/Presentation skills
- Negotiations
- Finance Basics
- Sales Skills

By the end of this module you will learn:

- how to *own the room*; how to speak up and be heard
- how to negotiate better (job offers, salary, vendors)
- how to develop your executive presence
- where you offer the most value in an organization
- how to understand basic financials of a company
- how to create your action plan for success going forward

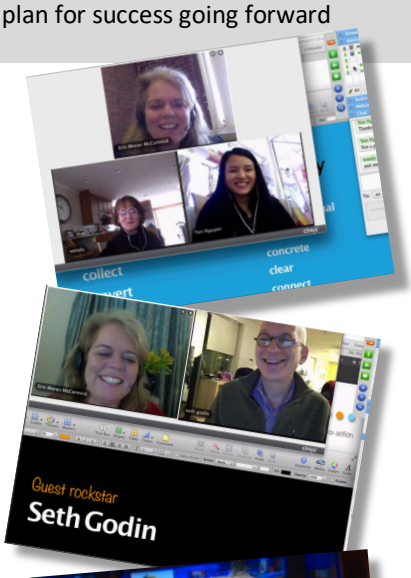
HOW DOES XAP WORK?

1 Kickoff Conference in Boston
Come and connect with classmates and kick off the semester with interactive sessions, workshops, and introduction to the tools for the program.

2 Eight Weekly Online Group Sessions: 7-8 pm EST
Connect from anywhere for the live group sessions. Keeps you accountable, connected and moving forward. Classes are all recorded, if you can't make the live session.

3 Weekly Action Items
Each week you'll get action items to complete. There is a private Slack Group to connect and ask questions, along with a private website with videos and materials.

4 Graduation Retreat in Boston
Join your fellow students for wrap-up exercises and create an action plan for going forward. Plus, you'll have lifetime access to the material and community.



The *Kickoff Conference* and *Graduation Retreat*, light meals and materials are all included in the program fee. Hotel and travel to Boston are not included.

HOW MUCH TIME DOES THE PROGRAM TAKE?

Estimate 2-3 hours a week which includes one hour for the weekly class session.

FACULTY DIRECTOR - The program is taught by Erin Moran McCormick, former Dir, Curriculum Innovation and Technology at Babson College and Dir, Center for Innovation & Entrepreneurship at UMass Boston. She is a former CIO, has started three companies and the author of *Year of Action: How to Stop Waiting & Start Living Your Big, Fabulous Life.*

EMAIL: xap@yearofaction.com • **CALL:** 617-640-4575 • **REGISTER TODAY:** http://yearofaction.com/xap