XAP

XCELERATED ACTION PROGRAM

THE MUST-HAVE BUSINESS SKILLS

FOR ASPIRING WOMEN LEADERS

Typically women with 5-15 years experience

XAP
Xcelerated Action Program for women

- boosts women's **confidence**, **strategic focus**, and the hard and soft **business skills** needed to succeed today
- builds **a pipeline of women leaders** for a more **diverse** and successful leadership team
- provides a **cost-effective**, action-based solution for **training** aspiring leaders
- motivates, educates and inspires employees to be more **innovative** and **productive**
- creates a positive work culture **to attract** and **retain** top talent
- delivers results quickly in an accelerated program, with **no time away from work**

START UP INSTITUTE · GE · KPMG · COMCAST · TESLA · Spotify · wayfair

We help companies build a pipeline of innovative, inspired, results-driven women – *quickly.*

> "The timing is RIPE for a program like this."
>
> **FORBES**

> "Women are raving about the content, approach and camaraderie."
>
> **Senior Director, COMCAST**

GET INSPIRED. MAKE AN IMPACT.

THE 8-WEEK PROGRAM INCLUDES:

- **Kickoff Session in Boston**
  SAT, SEP 21, 2019
- **8 Weekly Online Group Classes**
  SEP 26 – NOV 14, 2019
  THU nights (7-8 pm EST **or** 9-10 pm EST)
  Call in from anywhere
- **Graduation Retreat in Boston**
  SAT, NOV 23, 2019

FEES: $1295 - Includes Kickoff Session and Graduation Retreat in Boston, all materials, light meals and 8 weekly online group sessions. (Hotel/travel not included.)

year of action
GET INSPIRED. MAKE AN IMPACT.

TO REGISTER: yearofaction.com/xap

617-640-4575 • xap@yearofaction.com

XAP - XCELERATED ACTION PROGRAM FOR WOMEN

Fast Track Professional Development Program for Women - from Year of Action

year of action
GET INSPIRED. MAKE AN IMPACT.

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:

- Confidence, Clarity and Courage
- 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 5: Own the Room
- WEEK 6: Know the Numbers
- WEEK 7: Negotiate Like a Pro
- WEEK 8: Sell it – and your Action Plan for going forward

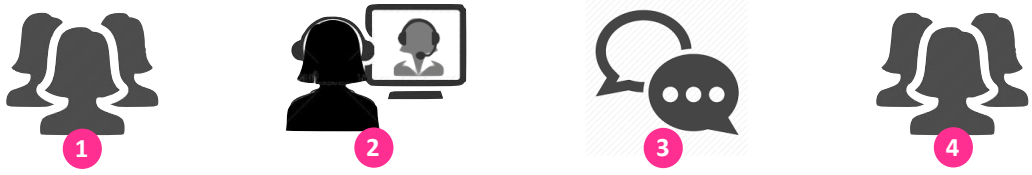
You will complete *Action Sheets* and videos on:

- Communication
- Meeting and Email Time Savers and Best Practices
- Creating a Business Case/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? Four components

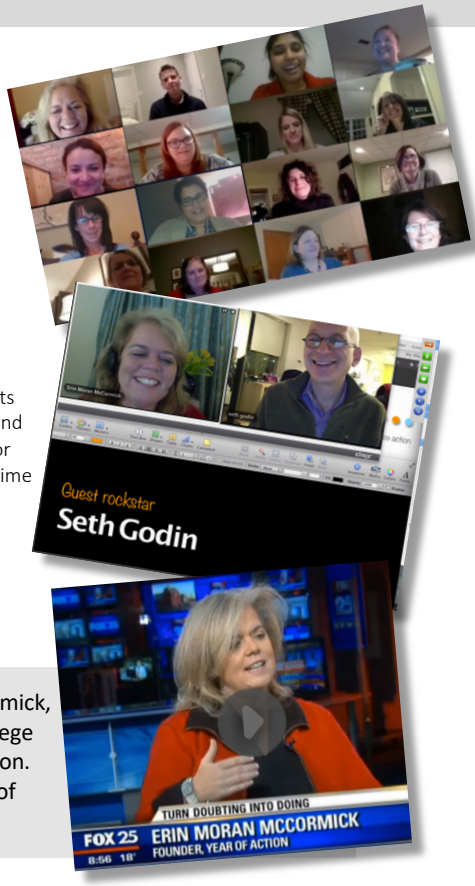


Kickoff Session in Boston
Come and connect with classmates and kick off the semester with interactive sessions and introduction to the program tools.

Eight Weekly Online Group Sessions: 7-8 pm EST Connect from anywhere for the live sessions. Keeps you accountable and moving forward. Practice new skills in a safe space. Classes are recorded, if you can't make the live session.

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.

Graduation Retreat in Boston
Join your fellow students for wrap-up exercises and create an action plan for going forward. Get lifetime access to the material.



HOW MUCH TIME DOES IT TAKE?

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

"Business School learning for 'Conference' pricing"

★ ★ ★ ★ ★

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* and *Launching Your Life.*

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