

# XAP

XCELERATED ACTION PROGRAM

## THE MUST-HAVE BUSINESS SKILLS

FOR ASPIRING WOMEN LEADERS

Typically women with 5-15 years experience



“The timing is RIFE for a program like this.” - FORBES

### 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**



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

“Women are raving about the content, approach and camaraderie.”  
Senior Director, COMCAST

#### THE 8-WEEK PROGRAM INCLUDES:

- **Kickoff Session in Boston**  
SAT, FEB 1, 2020
  - **8 Weekly Online Group Classes**  
FEB 6 – MAR 26, 2020  
THU 7-8 pm EST – Call in from anywhere
  - **Graduation Retreat in Boston**  
SAT, MAR 28, 2020
- FEES:** \$1495 - Includes Kickoff and Graduation in Boston, receptions, all materials and 8 weekly online group sessions. (Hotel/travel not included.)

# XAP - XCELERATED ACTION PROGRAM FOR WOMEN

Fast Track Professional Development Program for Women from Year of Action



## 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

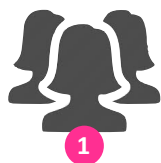
You will complete *Action Sheets* and videos on:

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

By the end of this module you will learn:

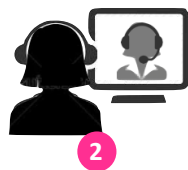
- how to *own the room*; how to speak up and be heard
- how to negotiate better (job offers, salary, vendors)
- how to develop your executive presence
- where you offer the most value in an organization
- how to understand basic financials of a company
- how to create your action plan for success going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

## HOW DOES XAP WORK? Four components



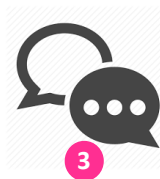
### Kickoff Session in Boston

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



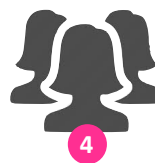
### Eight Weekly Online Group Sessions: 7-8 pm EST

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.

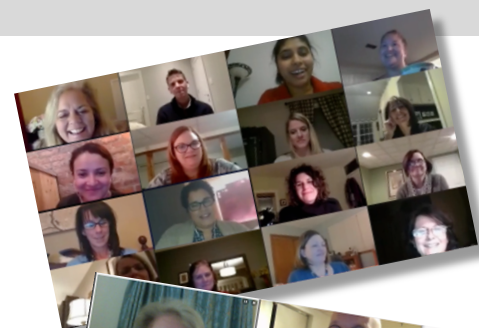
## HOW MUCH TIME DOES IT TAKE?

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](mailto:xap@yearofaction.com) • CALL: 617-640-4575