

# XAP

XCELERATED ACTION PROGRAM

from Year of Action

## THE MUST-HAVE BUSINESS SKILLS

FOR ASPIRING WOMEN LEADERS

Typically women with 5-15 years experience



AMADEUS

COMCAST

EVERSOURCE



SAINT-GOBAIN

STARTUP INSTITUTE

TESLA

wayfair

## XAP

Xcelerated Action Program for women

- ✓ Empowers, engages and inspires team
- ✓ Teaches today's hard and soft business skills for success
- ✓ Provides structure, tools and framework to see results quickly
- ✓ Cost-effective and no time away from work
- ✓ Creates a positive work culture with strategies to push past typical fears, stress and roadblocks
- ✓ Action-based model with weekly check-ins to put the learning into practice
- ✓ Builds a more diverse leadership team
- ✓ Proven program with raving fans

XAP REGISTRATION NOW OPEN

Spring Session:

**APR 7 – MAY 26, 2022**

**8 WEEKLY ONLINE GROUP CLASSES**

Thursdays 7-8 pm EST  
Call in from anywhere

**FEES:** \$895 - Includes all materials, eight weekly online group sessions and a private community.

**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 timing is RIFE for a program like this.”

**Forbes**

TO REGISTER:  
[yearofaction.com/xap](http://yearofaction.com/xap)

EMAIL:  
[xap@yearofaction.com](mailto:xap@yearofaction.com)

CALL/TEXT:  
617-640-4575

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 your 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 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?**



**Eight Weekly Online Group Sessions:**

Connect from anywhere for the live sessions. Keeps participants accountable and moving forward. Practice new skills in a safe space. Classes are recorded, if participants are unable to attend the live session.



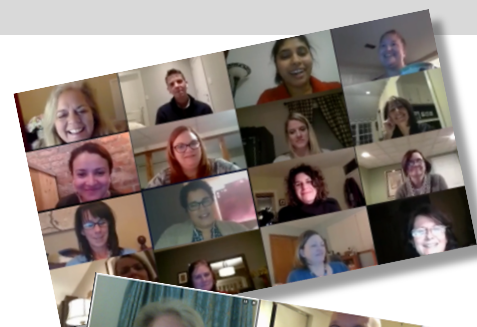
**Weekly Action Items**

This is an action-based program. Each week participants are challenged with action steps to complete, that puts the learning into practice. Real-time feedback and support. 90-day action plan workbook.



**Private Community**

There is a private online space to connect and ask questions, along with a private website with videos and materials.



**HOW MUCH TIME DOES IT TAKE?**

Estimate an hour a week of action steps to complete, plus one hour for the weekly class session.

**“Business School learning for ‘Conference’ pricing”**



**FACULTY DIRECTOR** - The program is taught by Erin Moran McCormick, former Director, Curriculum Innovation and Technology at Babson College and Director, 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*.

