



MEETING FACILITATION: *CREATE ALIGNMENT NO MATTER HOW DIVIDED THE PARTICIPANTS AND HOW COMPLEX THE ISSUES*

We create alignment so your team can move forward.

Are you tired of rambling meetings that don't meet the objective or finish the agenda? Are you struggling to reach consensus with diverse or disparate stakeholders on complex issues? Are hidden agendas derailing alignment? Do people agree and then do something different outside the room?

Effectively orchestrated high stakes meetings ensure that intended outcomes are achieved for good, regardless of how complex the issues are or how divergent the stakeholders. We have facilitated thousands of meetings globally at every level, from executive retreats and business planning, to helping teams find their groove. Whether it's aligning around the future state, common strategy or customer experience, brainstorming new products, conference facilitation or project management, LeaderShift® meetings are designed and lead to get results.

As a leader, you know the power of a well-executed meeting or off-site and the risks and cost of the alternative. Our senior facilitators (who have all been business leaders) will work with you to leverage creative approaches to create an extraordinary experience customized to your audience, goals, and time frame.

- Corporate Off-Sites
- Leadership Alignment
- Team Building Events
- High Stakes Meetings
- Decision Making
- Merger Integration
- Leadership Conferences
- Board Meeting Facilitation
- Interactive Conference Facilitation
- Partnering Sessions
- Organization Design
- Strategic Planning

RESULTS YOU CAN EXPECT:

- ⚓ People on the same page with a clear understanding of the goal and their role in delivering it
- ⚓ Greater efficiency and productivity
- ⚓ Increased participant engagement
- ⚓ Higher levels of buy-in
- ⚓ Better group decision-making
- ⚓ Shared ownership
- ⚓ Full participation
- ⚓ Best use of participant's time
- ⚓ Greater teamwork and collaboration
- ⚓ Neutral, third-party objectivity

Recent Studies Show:

- ⚓ 73% did other work in meetings
- ⚓ Up to half of all corporate meetings are considered a waste of time
- ⚓ 91% of people acknowledge that they daydreamed during meetings
- ⚓ Less than half of managers can identify where the company is going
- ⚓ 28% of meetings include the wrong people or include folks who should not be there



Facilitation

INFORMATION GATHERING

30-45 Days Out:

- **Interview stakeholders**
- Survey participants
- **Review corporate artifacts** (strategies, goals, survey results, financials, org. structure, etc.)

In order to...

- Understand diverging points of view
- Get to **know the business & key issues cold**
- Surface & understand any hidden agendas
- **Anticipate personalities and group dynamics**
- **Build critical relationship in advance**

7-14 Days Out:

- Build agenda
- Determine and prepare prework
- Identify and leverage **meeting technology**
Mural, Zoom, PowerPoint, mind mapping, shared documents, etc.
- Logistics
Zoom producer, breakouts, **interactive video studio**, recordings, etc.

EXPERIENCE DESIGN

To best...

- Maximize interactions and time spent together
- Capture ideas
- Balance critical focus areas
 - Individual & self
 - Internal & external
 - Strategic & tactical
 - Moving forward & creating alignment
 - Interaction & dissemination

MEETING FACILITATION

- Leverage group dynamics
- Manage interactions, agenda and timing
- Share objective observations
- **Create alignment**
- Summarize
- Ask thought-provoking questions

To ensure that...

... As a result of this meeting, people are aligned, action is taken and something changes



JENNIFER EGGERS | ALLENTOWN, PA


YOUR FACILITATION GUIDE

JENNIFER EGGERS is Founder & President of **LeaderShift® Insights Inc.**, a firm known for helping leaders dealing with disruptive change who want to increase their organization's capacity to adapt so they can emerge stronger and more effective faster. A consultant, coach, best-selling author and speaker, Jennifer has a passion for creating alignment and resilience so your team can do more with what you already have. She is a masterful facilitator known for creating shared agendas and unraveling tough issues that hinder results.

With a unique ability to align diverse stakeholders and global experience in consulting and corporate roles, Jennifer's integrated approach to creating alignment develops leaders at all levels while enabling learning and productive dialogue. She is the creator of RapidOD, a collaborative, fast approach to organization restructuring; and highly charged workshops on Influence, Resilience and Driving Sustainable Change.

With over 20 years of Coaching Experience, Jennifer has coached entire leadership teams as well as officers and directors of many Fortune 500 companies. She is known for repositioning personal brands, driving behavior change, and increasing senior leaders' ability to drive performance through others. Her book, *Resilience: It's Not About Bouncing Back* is a #1 international best seller.

Jennifer is a former Partner with Cambridge Leadership Group; Vice-President, Leadership Development & Learning for Bank of America; and has held several other senior roles in Learning, Organization & Leadership Development at AutoZone and Coca-Cola Enterprises. She has designed and executed large-scale initiatives including mergers, enterprise restructuring, talent management, performance-management and team development. Her kitchen English approach and proprietary research-backed solutions resonate equally well from the shop floor to facilitating complex strategy and issues resolution sessions with C-Level Executives. She is a Strategic Partner with University of Georgia Executive Education; an Advanced Practitioner in Adaptive Leadership; and a member of the Adaptive Leadership Network at Harvard's Kennedy School of Government.



"We help you clarify the real issues and get them out on the table where they can be solved. Because you can't solve what you're not talking about."

-Jennifer Eggers

CERTIFICATIONS: Certified Speaking Professional (CSP), Twice certified Executive Coach, Culture Types, Meyers Briggs Type Indicator, Hogan, Hogan for Selection, Mediation, Design for Six Sigma, Six Sigma Green Belt

AREAS OF EXPERTISE: Adaptive Leadership, Organization Design/ Restructuring, Strategic Conversations, Global Leadership, Strategy Execution, Talent & Performance Management, Change Management, Leadership & Executive Development, Action Learning, Creating Alignment, High Performing Team Development

- State Bank & Trust
- AutoZone Parts Inc.
- BIC
- Honeywell
- The Home Depot
- Marsh Berry
- AvMed HealthCare
- Bank of America
- Call2Recycle
- Coca-Cola
- Drexel University
- Coca-Cola Enterprises
- Johnson & Johnson
- Mayo Medical Labs
- Biosense Webster
- University of GA
- Vanco
- Tencate
- Santa Fe HealthCare
- Ingredion
- Delta Airlines
- UPS
- Multiple Myeloma Research Foundation