

Implementing Accountability Training®

Partners In Leadership® offers several ways for your organization to implement the Accountability Training to achieve your desired results:

- **Speakers and Keynotes**
- **Sales Organization Training**
- **Corporate Training & Leadership Development**
- **Train-The-Facilitator**
- **Executive Coaching**
- **Public Workshops**

Speakers and Keynotes



Partners In Leadership speakers bring their vast experience to a variety of venues, including:

- Conferences
- Executive Retreats
- Seminars
- National Sales Meetings
- Annual Conventions
- Association Meetings
- Trade Shows
- Corporate Events

Partners In Leadership's dynamic and energetic speakers help incorporate the theme of greater accountability into any major corporate meeting or event. Their engaging presentations emphasize the principles and tools that can supercharge any organizational initiative or effort.

Extensive research and over two decades of hands-on experience with corporations throughout the world have underscored the fact that greater accountability can bring success to enterprise-wide strategic efforts more dramatically than any other factor. Partners In Leadership has made this all-important but often misunderstood and misapplied topic positive, fun, engaging and applicable. Accountability is a powerful concept that is well documented as the significant factor in remarkable performance improvement with numerous examples and case studies by Partners In Leadership, The New York Times Bestselling authors of the books:

- *The Oz Principle: Getting Results Through Individual and Organizational Accountability*
- *Change the Culture, Change the Game: The Breakthrough Strategy for Energizing your Organization and Creating Accountability for Results.*
- *How Did That Happen? Holding People Accountable for Results the Positive, Principled Way*



Partners In
Leadership®

THE ACCOUNTABILITY TRAINING COMPANY

"Your presentation style and delivery were exceptional. I pass that on to you not in a patronizing way, but from the point of view that I have been introduced and exposed to hundreds of facilitators, all speaking about management skills, culture changes, improvement in productivity and the value of team concepts and approaches versus individual initiatives."

Theodore D. Carl
Senior Vice President
and General Manager
ADP Securities Industry Software



Partners In Leadership is the premier provider of Accountability Training services around the world.

They maintain a database of over 100 Senior Executives who actively provide references for the company and are available to speak with prospective clients about the results they obtained.

Partners In Leadership speakers are, the worldwide experts on the topic of workplace accountability and bring an average of 20 years of intensive industry experience to their engagements. Each are expert at delivering the Accountability Training content in a way that facilitates client business objectives and strategic imperatives. With advanced training in the eye-opening and highly motivational Partners In Leadership methodology, these men and women enjoy over two decades of experience working with hundreds of companies and hundreds of thousands of participants.

Clients planning to incorporate the ever-more important concept of greater individual and organizational accountability into their quest for greater business results can choose from three levels of speaker and Executive Facilitators: 1) the Authors, 2) a Senior Vice President, or 3) a Vice President. The decision depends primarily on organizational preference and client circumstances. Although Senior Vice Presidents may work most effectively with Senior Executive Teams, all Executive Facilitators share the same high-level expertise at delivering the Partners In Leadership Accountability content, methodologies and tools, regardless of the nature or size of the group.

Partners In Leadership speakers and Accountability Training content are frequently used in keynotes and break-out sessions to support these engagement objectives, including:

- Create ownership and support for the launch of important organizational initiatives
- Celebrate organizational success and anticipated continued momentum
- Launch an organizational focus for the coming period
- Shift the strategic direction
- Accelerate turnaround initiatives
- Introduce new organizational priorities
- Create support for new organizational leadership
- Launch a new product

ENGAGEMENT TOPICS

Partners In Leadership works with each unique client to customize speaking engagements, keynote addresses and break-out meetings to fulfill an organization's specific conference and meeting objectives. Given Partners In Leadership's twenty-year history delivering highly

Accountability produces results.

Ginger Graham
Former CEO
Amylin Pharmaceuticals Inc.

"It's harder than it looks: many leaders struggle to hold people accountable. Being individually accountable is not sufficient if you want to lead organizations; you must find a way to hold others accountable while engaging their hearts and minds to deliver real results. Partners In Leadership delivers specific and practical advice to do just that."

interactive and persuasive presentations, speakers can make sure the program reflects an organization's specific industry, unique needs and key strategic objectives. Popular topics fall into three groups:



Group One Topics: The Accountability Leadership Series

- The Oz Principle: Experiencing the Power of Personal Accountability
- Accelerating the Shift to a Culture of Accountability®
- No More Victims! Eliminating The Blame Game
- Taking the Steps To Accountability:® See It,® Own It,® Solve It® and Do It®
- Finding the Heart to Own It
- Holding People Accountable for Results the Positive, Principled Way
- The Alignment Dialogue: Getting Everyone on the “same page”
- Taking The Three Tracks to Creating Greater Accountability
- The Expectations Chain:® Fulfilling Key Expectations
- The Results Pyramid:® Aligning a Culture for Rapid Progress
- The Accountability Sequence:® Delivering on Expectations using The Outer Ring® and Inner Ring®
- Above The Line® Leadership: Leading the Shift to Greater Accountability
- Results Through Collective Accountability: Helping Your Organization Perform Above The Line

Each of these topics can be customized to apply greater individual and organizational accountability to support key organizational initiatives.

Group Two Topics: Oz Principle-Themed

- All topics in Group One can be tailored to incorporate the Oz theme

Group Three Topics: The New York Times Bestselling Books

- TAKING personal accountability - *The Oz Principle: Getting Results Through Individual and Organizational Accountability*
- BUILDING an accountable culture - *Change the Culture, Change the Game: The Breakthrough Strategy for Energizing your Organization and Creating Accountability for Results.*
- HOLDING others accountable - *How Did That Happen? Holding People Accountable for Results the Positive, Principled Way*

Accountability produces results.

“Partners In Leadership addresses the missing piece of the equation for improved results and profitability: holding people accountable for results in a positive, principled way. Accountability is the cornerstone of any successful culture and continues to be for ours.”

Paul J. Byrne
President
Precor



Clients return again and again and have continued to use Partners In Leadership's services whenever they move to new organizations or win promotion to greater responsibilities—a gratifying sign that Accountability Training truly does produce results. The Partners In Leadership Accountability Training accelerates a team's journey to superior, sustainable performance.

Contact Partners In Leadership now to secure a speaker for your next event.

Participants learn from the enlightening success stories of other organizations in similar industries and business environments. Past evaluations rate these presentations as both highly entertaining and penetratingly informative.

PRE-ENGAGEMENT ACTIVITIES

Prior to an event, the Partners In Leadership speaker you have selected will work with event planners to customize the content to the specific and unique needs of the participants. In all cases, the speaker ties all topics to achieving key client business results. The event pre-engagement work includes:

- Assessment interviews with selected participants and event leadership. Partners In Leadership speakers work with event leaders to learn about event objectives, the participants, and the organization.
- Web-based surveys designed to obtain a broader organizational assessment are also available.
- Customization of the event content. The result of the interviews and the recommended customization of the presentation content are discussed with the event leadership in a telephone interview. During this interview, the event leadership clarifies the key organizational results the Partners In Leadership speaker will be focusing on.
- Organizational leader preparation. The Partners In Leadership speaker will provide executive coaching in a telephone interview that will prepare the leader to participate in all relevant portions of the event.
- Participant Materials. Copies of The New York Times Bestselling books and other participant materials are available to support the speaking engagement. Recommendations and costs will be presented prior to the event.

POST-ENGAGEMENT ACTIVITIES

Event participants leave the workshop with clear and actionable concepts and tools that they can immediately apply in their daily work. Follow-up to the event can include:

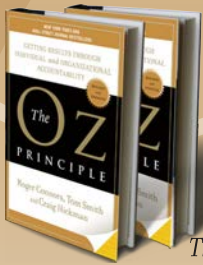
- On-going coaching of organizational leadership via conference call in support of their event follow-up on actionable items.
- Upon request, the development of a client training plan, which includes identifying additional training options for on-going implementation based upon organizational needs.

Accountability produces results.

Stuart J. FitzGibbon
Refinery Manager
American Sugar Refining, Inc.

"Partners In Leadership has provided leaders with a usable, clear methodology for engaging the hearts and minds of the individuals in their organizations. It is the best practical leadership work I have ever come across in my career."

The Three Tracks to Creating Greater Accountability®



self

The OZ PRINCIPLE®
ACCOUNTABILITY TRAINING®

The TAKING Personal Accountability Track™

This Track lays the foundation of personal accountability for achieving organizational results. The training introduces the Steps To Accountability and is based upon The New York Times Bestselling book, *The Oz Principle: Getting Results Through Individual and Organizational Accountability*.

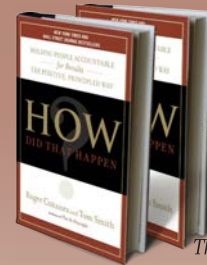


culture

The CULTURE of
ACCOUNTABILITY® PROCESS

The BUILDING An Accountable Culture Track®

This Track builds on the foundation of the Self Track by accelerating the transition to a Culture of Accountability.® The process introduces The Results Pyramid and is based upon The New York Times Bestselling book, *Change the Culture, Change the Game: The Breakthrough Strategy for Energizing your Organization and Creating Accountability for Results*.



others

The ACCOUNTABILITY
SEQUENCE® TRAINING

The HOLDING Others Accountable Track®

This Track completes the comprehensive program for implementing greater accountability at every level of the organization. The training introduces The Accountability Sequence and the groundbreaking approach to holding others accountable presented in The New York Times Bestselling book, *How Did That Happen? Holding People Accountable for Results the Positive, Principled Way*.

About Partners In Leadership

Partners In Leadership is a widely respected international management consulting and training company and the premier provider of Accountability Training® services around the world. They have assisted thousands of companies and hundreds of thousands of people, from the executive suite to the front-line workforce, in understanding how to create greater accountability for key business results on their teams and in their organizations. Partners In Leadership's Three Tracks to Creating Greater Accountability helps organizations achieve:

- Performance Improvement
- Leadership Development
- Teambuilding/Alignment
- Change Management
- Personal Development
- Accelerated Culture Change

Partners In Leadership's Accountability Training services are used in more than 50 countries by companies in most major industries. Their clients include all 13 of the "most admired" pharmaceutical companies in the world, almost half of the Dow Jones Industrial Average and nearly half of the Fortune 50 largest companies.



Partners In
Leadership®

THE ACCOUNTABILITY TRAINING COMPANY

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