At the Leadership Louisville Center, we believe that developing leaders can positively transform individuals, organizations, and entire communities. It’s why we introduced the “Leadership Green Room” in 2015. At that time, we didn’t know that these leadership courses, focused exclusively on essential skills, would become such a significant source of sustainable growth for both us and the organizations that we serve.

We also never could have predicted that 2020 would bring a crisis that has made concepts like “uncertainty,” “ambiguity,” and “volatility” part of our everyday vernacular. While the weight of this has been undeniable, so have the bright spots. If I had to describe our team in this environment, I would use words like resilient, empathetic, agile, creative, honest, and authentic. If I had to keep it short, I would tell you they are emotionally intelligent, engaged, and committed to the hard work ahead. In summary, they are equipped.

We want to play our part in ensuring every organization is filled with diverse individuals that are also inspired and equipped to lead for the future – whatever it may bring. Every investment you make with us to develop your leaders is reinvested into our mission and serves the greater good of our community. We are prepared to pivot and adapt as we navigate this environment alongside you, and will offer both virtual and in-person options as circumstances demand.

We invite you to join us as we innovate and learn together – and take care.

Lisa Zangari
Vice President, Leadership Louisville Center

Here’s what is new in the Leadership Green Room!

VIRTUAL MICROLEARNING
Visit LeadershipLouisville.org to sign up for free, hour-long or less, virtual leadership development sessions featuring nationally known authors, facilitators, and executive coaches.

TALENT DEVELOPMENT FOR ORGANIZATIONS
In addition to our open courses, we can bring the trainings facilitated by the Leadership Louisville Center to your business. Contact us to learn how our courses can meet your unique leadership training needs.

To learn more, contact Lisa Zangari at LZangari@LeadershipLouisville.org or (502) 561-0458.
**PLAN YOUR 2020-2021 LEARNING AGENDA**

<table>
<thead>
<tr>
<th>DATE</th>
<th>COURSE</th>
<th>POINTS</th>
<th>TUITION</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 17 &amp; 18, 2020*</td>
<td>STORYTELLING: COMMUNICATION THAT INSPIRES &amp; DRIVES RESULTS with Jo Lloyd-Triplett, Zuri Johnson &amp; Lisa Zangari, Leadership Louisville Center</td>
<td>★★★</td>
<td>$900</td>
</tr>
<tr>
<td>October 12-13, 2020*</td>
<td>LEADING VIRTUALLY® with the KEN BLANCHARD® COMPANIES with John Hester, Author and Senior Consultant</td>
<td>★★★</td>
<td>$695</td>
</tr>
<tr>
<td>October 16, 2020*</td>
<td>THE FIRST-TIME MANAGER EXPERIENCE® with the KEN BLANCHARD® COMPANIES with Martha Gilbert, Consulting Partner</td>
<td>★★★</td>
<td>$900</td>
</tr>
<tr>
<td>November 4-6, 2020*</td>
<td>SEARCH INSIDE YOURSELF: LEADING THROUGH MINDFULNESS Virtual retreat with the Search Inside Yourself Leadership Institute, developed at Google</td>
<td>★★★</td>
<td>$900</td>
</tr>
<tr>
<td>November 12 &amp; 13, 2020*</td>
<td>FIND YOUR VOICE &amp; KICK SOME GLASS with Cynthia Knapek &amp; Lisa Zangari, Leadership Louisville Center</td>
<td>★★★</td>
<td>$450</td>
</tr>
<tr>
<td>December 16, 2020*</td>
<td>DIFFICULT CONVERSATIONS: YOUR REACTION. YOUR CHOICE, with Justin Patton, Executive Coach and author of “Bold New You”</td>
<td>★★★</td>
<td>$450</td>
</tr>
<tr>
<td>January 14 &amp; 15, 2021</td>
<td>AUTHENTIC LEADERSHIP FOR WOMEN (Day 1) FIND YOUR VOICE &amp; KICK SOME GLASS (Day 2) with Cynthia Knapek, Lisa Zangari &amp; Zuri Johnson, Leadership Louisville Center</td>
<td>★★★</td>
<td>$900</td>
</tr>
<tr>
<td>February 26, 2021</td>
<td>COACHING OTHERS FOR HIGH PERFORMANCE with Jeb Bates, Executive Coach</td>
<td>★★★</td>
<td>$450</td>
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<tr>
<td>March 24, 2021</td>
<td>LEAD LIKE A BOSS: LEARN HABITS TO BE YOUR MOST SUCCESSFUL with Lisa Zangari &amp; Zuri Johnson, Leadership Louisville Center</td>
<td>★★★</td>
<td>$450</td>
</tr>
<tr>
<td>May 6, 2021</td>
<td>DEVELOPING THE LEADER WITHIN YOU, based on the best-selling book by John Maxwell with Cynthia Knapek (certified Maxwell coach) and Zuri Johnson, Leadership Louisville Center</td>
<td>★★★</td>
<td>$450</td>
</tr>
<tr>
<td>June 17, 2021</td>
<td>SMART FIGHTS: MANAGING CONFLICT IN THE WORKPLACE with Amy Gallo, author of “HBR’s Guide to Dealing with Conflict”</td>
<td>★★★</td>
<td>$900</td>
</tr>
</tbody>
</table>

**SAVE UP TO 20% FOR YOUR ORGANIZATION**

Packages offer special discounts and can be customized with the points needed to meet your learning needs.

- **10-19 POINTS**
  - $4,250+ ($425/Point)
- **20-39 POINTS**
  - $8,000+ ($400/Point)
- **40-59 POINTS**
  - $15,000+ ($375/Point)
- **60+ POINTS**
  - $21,000+ ($350/Point)

These courses are offered as part of our talent development for organizations. Let us bring it directly to your team!

For package information, contact Zuri Johnson at ZJohnson@LeadershipLouisville.org or (502) 561-5226.
STORYTELLING: COMMUNICATION THAT INSPIRES & DRIVES RESULTS

Boost your confidence and communications know-how to motivate people toward a vision and make meaningful change. Research shows it is critical for managers to have strong communication skills to successfully guide their teams, manage up, engage clients, and drive overall productivity. Whether you need someone to support your organization, invest in your idea, or get excited about following your lead, refining your communication and storytelling skills is directly linked to driving results and engagement.

- Lead meetings that create real value
- Identify stakeholders for your messages and understand their needs
- Craft and deliver compelling narratives
- Inspire others to follow your lead through powerful communication
- Refine your tone, style, and presence to better engage your audience

FACULTY
Jo Lloyd-Triplett, Leadership Development Manager, Leadership Louisville Center
Zuri Johnson, Leadership Development Manager, Leadership Louisville Center
Lisa Zangari, Vice President, Leadership Louisville Center

WHO IS IT FOR
First-time through upper-level managers; participants will be in learning groups of peers with similar experience levels

Sept. 17-18
Virtual Course
1 Point
Special package pricing
$900

Leading Virtually helps managers with remote staff learn a skillset to stay connected and increase the effectiveness and productivity of their people.

Managing in this environment is tricky. It can be hard to understand what's really going on, given less access to non-verbal cues and body language. Employees working remotely also have many new challenges to adapt to. Based on almost 20 years helping managers lead virtually, this program focuses on three key practices proven to boost manager effectiveness in a virtual environment:

- Be Present and Mindful – teaches leaders to communicate intentionally with remote team members
- Foster Community – help managers build trusting and supportive relationships that involve all their people
- Accelerate Performance & Development – how to build the resourcefulness and autonomy of staff members, and to help them move forward in their career

FACULTY
John Hester, author and Senior Consultant with The Ken Blanchard Companies®

WHO IS IT FOR
Supervisors, frontline managers, mid-level managers, and senior managers who are leading people virtually

Remote workers are on average 20% MORE PRODUCTIVE and are HALF AS LIKELY TO SEEK OTHERS JOBS as those who work in a traditional setting.

Home is a “Future-Looking Technology,” Stanford University
THE FIRST-TIME MANAGER EXPERIENCE®
with the Ken Blanchard® Companies

Studies show that without proper training, 60% of all new managers underperform for their first two years. First-time managers who receive the necessary tools and training from the start are set up to become leaders who create engaged, productive teams, and drive greater results for your organization.

This course builds on the best-selling book, The New One-Minute Manager®, to help with the exciting and challenging transition to management.

- **Manager Mindset** – the mindset required to transition from individual contributor to manager
- **Four Conversations Model** – a highly effective framework for understanding conversations needed to manage people and performance
- **Four Essential Skills** – tools to have purposeful conversations that create positive, productive relationships

**WHO IS IT FOR**
First-time and established managers, and those considering a transition into management

**FACULTY**
Martha Gilbert, Consulting Partner with The Ken Blanchard Companies®

“Simple, yet incredibly powerful concepts that I can use immediately.”
Jon Moore, Assistant Director, Louisville Metro Public Health & Wellness

**OCTOBER 16**
Virtual Course
2 Points
$900

SEARCH INSIDE YOURSELF: LEADING THROUGH MINDFULNESS
with the Search Inside Yourself Leadership Institute, developed at Google

This virtual retreat helps people develop the leadership and emotional intelligence skills needed to intensify focus, manage stress, harness creativity, enable collaboration, and improve resilience. As a result, you will gain better self-awareness, improve communication skills, and understand how to lead with compassion. Growing your competency in each of these areas also leads to increased well-being and happiness.

- Build greater self-awareness to enhance your ability to manage your emotions, habits, and behavior patterns
- Increase your resilience and ability to respond to setbacks
- Understand the neuroscience of empathy and how to strengthen your ability to understand others’ feelings and perspectives
- Become skillful at influencing with compassion

**WHO IS IT FOR**
Individual contributors through upper management – all levels are welcome!

**FACULTY**
Lindsey Kugel, certified Search Inside Yourself teacher and Director of Public Programs & Partnerships at Search Inside Yourself Leadership Institute

“If you are looking for a virtual delivery program that will raise the bar in leadership and emotional intelligence for your people, I can’t recommend the online SIY program enough!”
Senior Director of Culture and Engagement, Fortune 500 Company

**NOVEMBER 4-6**
Virtual Course
2 Points
$900 $750 if registered by Oct. 16
DIFFICULT CONVERSATIONS: YOUR REACTION. YOUR CHOICE.

This full-day workshop empowers leaders with the mindset and skills needed to engage in difficult conversations more effectively. This course isn’t about making the hard conversations comfortable. The fact is, they are never comfortable – but you can learn specific skills to set you up for more success when you have to engage in them. This workshop is designed to help leaders cultivate candor, hear beneath the words someone is saying, and explore ways to move the relationship and business forward with both mutual understanding and trust.

- Discover your personal communication style and triggers during tough conversations
- Explore the impact that candor has in your relationships
- Receive personalized feedback on your ability to use proven techniques to engage in difficult conversations effectively

FACULTY
Justin Patton, international speaker, executive coach and author

WHO IS IT FOR
New to mid-level managers who want both knowledge and practice in how to engage in difficult conversations

“Justin's training provides relevant concepts and techniques that can be immediately implemented for real conversations they need to have. I would highly recommend for anyone looking to develop the skill of having hard conversations and maintaining relationships through these types of conversations.”
Christine Kennedy, COO/Executive Vice President Lynchburg Regional Business Alliance

FIND YOUR VOICE & KICK SOME GLASS

The capacity to express your authentic views, negotiate for what you want, showcase your business acumen, and share your ideas can accelerate your career as well as your team’s growth. In this session we will examine why it can be hard to find your own voice. We’ll show you some ways you can challenge yourself and those you influence to amp up the courage and confidence to overcome barriers to reaching your full potential.

- Learn how to grow self-awareness in order to find your authentic voice
- Understand how gender, culture, and power structures can affect your ability to speak and be heard (and what to do about it)
- Practice negotiation skills and using data to build the case for your solutions
- Identify high-leverage opportunities where speaking up can be most impactful

FACULTY
Cynthia Knapke, President, Leadership Louisville Center

Lisa Zangari, Vice President, Leadership Louisville Center

WHO IS IT FOR
Women of all levels; participants are put into coaching groups with peers with similar levels of experience

NOV. 12 & 13
Virtual Course
1 Point
$450

DEC. 16
Virtual Course
1 Point
$450

FOR MORE INFORMATION & TO REGISTER, VISIT LEADERSHIPLOUISVILLE.ORG
2020-2021 COURSES AT A GLANCE

SEPTEMBER 17-18, 2020*
Storytelling: Communication That Inspires & Drives Results

OCTOBER 12-13, 2020*
Leading Virtually™

OCTOBER 16, 2020*
The First-Time Manager Experience®

NOVEMBER 4-6, 2020*
Search Inside Yourself: Leading Through Mindfulness

NOVEMBER 12 & 13, 2020*
Find Your Voice & Kick Some Glass

DECEMBER 16, 2020*

JANUARY 14 & 15, 2021
Authentic Leadership for Women and Find Your Voice & Kick Some Glass

FEBRUARY 26, 2021
Coaching Others for High Performance

MARCH 24, 2021
Lead Like a Boss: Learn Habits to Be Your Most Successful

APRIL 14, 2021
Influencing from the Middle: Lead Your Boss, Lead Your Peers

MAY 6, 2021
Developing the Leader Within You

JUNE 17, 2021
Smart Fights: Managing Conflict in the Workplace

*Virtual only

Pricing & more information found at LeadershipLouisville.org/The-Leadership-Green-Room.