

# LEADERSHIP DEVELOPMENT

Justin Patton

SHOW UP, STAND OUT, & SHAKE UP THE WORLD

**LEAD WITH PRESENCE**  
COMMUNICATE WITH TRUST



JUSTINPATTON.COM

     JPinspires





# 2021 KEYNOTE PROGRAMS

60-MINUTE PROGRAMS

ALL PROGRAMS OFFERED VIRTUAL OR FACE-TO-FACE

## IT STARTS WITH YOU!



**MOST REQUESTED**

*IF YOU WANT TO BE A GREAT LEADER OF OTHERS, YOU MUST FIRST BE A GREAT LEADER OF YOURSELF.*

Explore what your credibility is based on, who you are at your best, the #1 trait that will hold you back, and why purpose is so important.



## YOUR ROADMAP TO TRUST

*TRUST IS YOUR MOST IMPORTANT COMPETITIVE ADVANTAGE.*

Learn the four factors for earning and keeping trust as a leader, examine what erodes trust, and discuss how to get it back once it's gone.



## UNFORGETTABLE PRESENCE

*SHOW UP, STAND OUT, AND SHAKE UP THE WORLD*

Articulate the impact presence has on a leader's legacy, learn the three factors that make up your leadership presence, debunk myths on leadership presence, and apply tips to communicating with stronger confidence.



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# 2021 WORKSHOP PROGRAMS

3-HOUR PROGRAMS

ALL PROGRAMS OFFERED VIRTUAL OR FACE-TO-FACE

## AUTHENTIC LEADERSHIP

*WHAT YOU BELIEVE ABOUT YOURSELF IMPACTS EVERYTHING ELSE*

Identify who you are at your best, the unique contributions you bring into every room, and how your presence shapes team and organizational culture.



## DIFFICULT CONVERSATIONS

*YOUR REACTION, YOUR CHOICE*

Understand how your mindset impacts conversations, demonstrate your ability to speak with both candor and care, receive personalized coaching feedback on your approach, and create stronger trust in your relationships.



## EMOTIONAL INTELLIGENCE

*HOW TO USE EMOTIONS TO BUILD TRUST AND CREDIBILITY*

Explore the 15 core traits of emotional intelligence, articulate how those traits impact your leadership brand, review your EQi 2.0 assessment results, and develop an action plan.



## COACHING FOR PERFORMANCE

*IT'S ALL ABOUT FORWARD MOMENTUM!*

Apply science-backed coaching principles that spark insight and forward-movement in others, understand the impact your presence plays in coaching, and receive personalized feedback.

## HIGH-PERFORMANCE MANAGEMENT

*ENTER CORE MESSAGE HERE*

Learn the four fundamentals of high-performance management: build authentic relationships, set clear expectations, lean into performance conversations, and recognize what is right.



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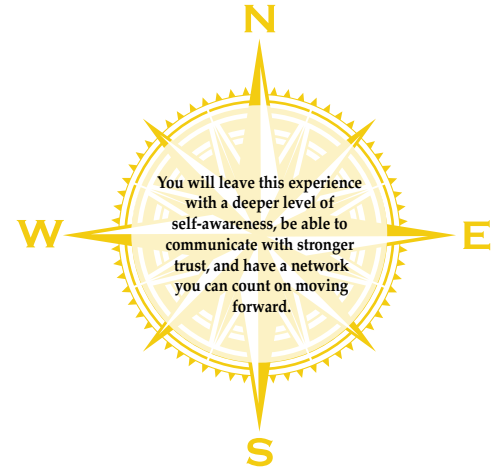
# DISCOVER LEADERSHIP EXPERIENCE

WEEK-LONG PROGRAM

PROGRAM CAN BE CUSTOMIZED TO CLIENT'S NEEDS

## PROGRAM OBJECTIVE

DISCOVER cultivates stronger self-awareness, provides the skills to communicate with stronger trust and credibility, and challenges leaders to lead with both head and heart.



## AGENDA FOR THE WEEK

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DAILY THEME	Brand & Mindset	Self-Awareness	Presence & Communication	Adding Value & Getting Feedback	Application
9AM - 12PM	Travel to Training Location	Discovering Your Values & Purpose	Discovering Your Leadership Presence & How to Earn & Keep Trust	Discovering How to Give & Receive Feedback	Small Group Presentations ----- Graduation
LUNCH	12-1PM	12-1PM	12-1PM	12-1PM	12-1PM
1PM - 5PM	Discovering Your Leadership Credibility & Mindset	Discovering Your DISC Behavioral Style	Discovering Your Ability to Navigating Difficult Conversations	Career Journey Guest Panel ----- Preparing For Your Presentation	Travel home
EVENING	Team Building Activity	Team Building Activity	Free Night	Celebration Dinner	



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# 2021 COACHING SERVICES



PERSONALIZED COACHING DESIGNED WITH **INCREASED FLEXIBILITY AND VALUE** FOR YOUR ORGANIZATION!

### OPTION #1: ONE-ON-ONE LEADERSHIP COACHING

This six month coaching experience is sponsored and paid for by the organization. It is designed for leaders who want a personalized coach that can help them address and take action on specific goals. This service provides an EQ 360 assessment along with monthly virtual coaching sessions. There is a pre and post assessment so we can measure the growth of the coaching client.

### OPTION #2: MONTHLY COACHING RETAINER

Do you want to offer personalized coaching to more leaders in the organization so you can grow your leadership bench? Now you have four hours of flexible one-on-one coaching services per month where you choose how to divide that time up so it adds the most value to your organization. The organization assigns a point-of-contact who coordinates all coaching assignments with Justin each month. Organizations pay for a 12-month coaching contract.



## 90 DAYS OF GROWTH & INSPIRATION

### LEADERSHIP DEVELOPMENT THAT STICKS!

Offer your team a one-hour virtual program over the course of 12 weeks.

This program inspires and challenges leaders to grow their self-awareness and ability to lead and communicate with stronger impact. This is not a one-and-done approach. Each program builds on the previous so we can create sustainable, long-term change.

All topics covered are connected to research on what it takes to develop stronger emotional intelligence. A private Facebook group will be set up for each team where they will answer questions before the week's session and receive follow-up resources to help in the application of the material learned.

### TOPICS



- WEEK 01 TRUST
- WEEK 02 PRESENCE
- WEEK 03 SELF-REGARD/CONFIDENCE
- WEEK 04 INTERPERSONAL RELATIONSHIPS & EMPATHY
- WEEK 05 STRESS TOLERANCE & FLEXIBILITY
- WEEK 06 OPTIMISM
- WEEK 07 EMOTIONAL SELF-AWARENESS
- WEEK 08 EMOTIONAL EXPRESSION
- WEEK 09 IMPULSE CONTROL
- WEEK 10 SOCIAL RESPONSIBILITY
- WEEK 11 SELF-ACTUALIZATION
- WEEK 12 FINAL DEBRIEF & CELEBRATION

## TEAM BOOK TALK FREE SERVICE NEW FOR 2021

### LOOKING FOR A WAY TO GROW YOUR TEAM?

Purchase 30 or more copies of any of my books via Amazon for your whole team, and I will provide a free 30-minute Q&A session where they can ask me questions and we can dive even further into the concepts.





# CLIENT TESTIMONIALS

CLICK ANY ICON BELOW TO WATCH THE VIDEO!



**ALL THE TAKE-AWAYS FROM THE PROGRAM WERE EXTREMELY RELEVANT AND APPLICABLE. OUR MEMBERS WERE HIGHLY ENGAGED.**

**JODI ANN RAY**  
*President & CEO, Texas Society of CPAs*



**IN THE BACK OF MIND I THOUGHT, 'HOW IS THIS REALLY GOING TO WORK? HOW IS HE GOING TO ENGAGE 150+ STUDENT ATHLETES ON A WEBINAR?' JUSTIN SHATTERED MY EXPECTATIONS FROM THE MOMENT HE STARTED.**

**JAY POERNER**  
*Commissioner, Lone Star Conference*



**WE NEEDED A KEYNOTE TO START THE EVENT THAT WOULD BRING ENERGY, PASSION, AND INSIGHT. JUSTIN DID ALL OF THOSE THINGS. EVEN OUR TOUGHEST CRITICS WERE TAKING NOTES, LAUGHING, AND ENGAGED.**

**GAIL ZUREK**  
*President & CEO, Visalia Chamber of Commerce*

