



"Know-it-all leadership was so last century."

multipliers

WEBINARS

HOW THE BEST LEADERS
MAKE EVERYONE SMARTER



GET **2X** FROM
YOUR TEAM

MULTIPLIERS MAKE EVERYONE SMARTER

We've all had experience with two dramatically different types of leaders. The first type, **Diminishers**, drain intelligence, energy, and capability from the people around them and always need to be the smartest person in the room.

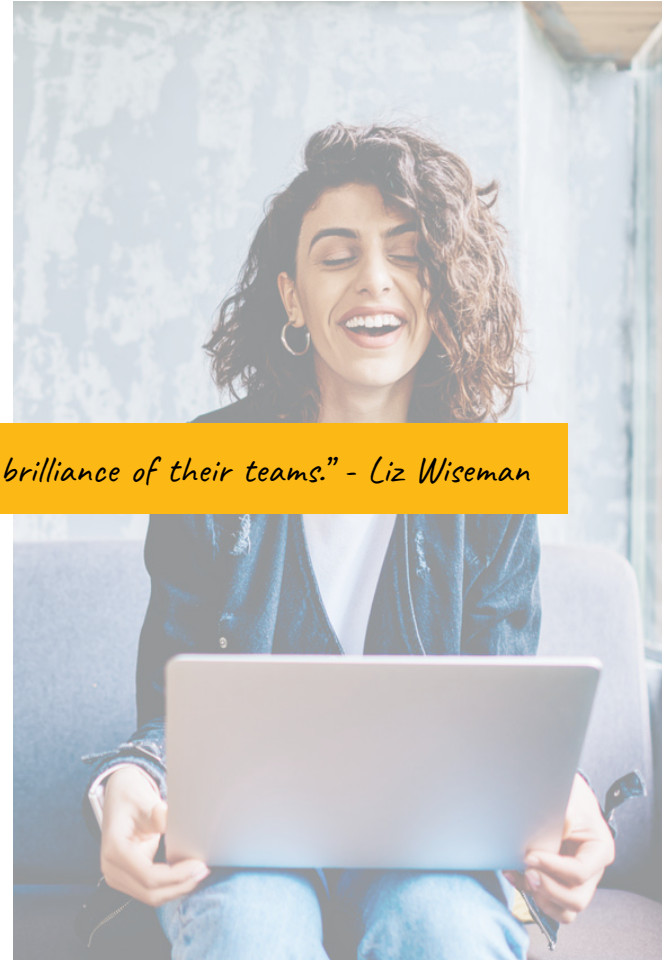
The second type, **Multipliers**, are the leaders who use their intelligence to amplify the smarts and capabilities of the people around them.

"Now more than ever, we need leaders who can both calm the storm and ignite the brilliance of their teams." - Liz Wiseman

WEBINARS TO HELP YOU DO MORE WITH LESS

For leaders who want to unleash the brilliance of their team and do more with less, our webinars provide research-backed strategies that can help the leaders in your organization capture the latent intelligence within your teams.

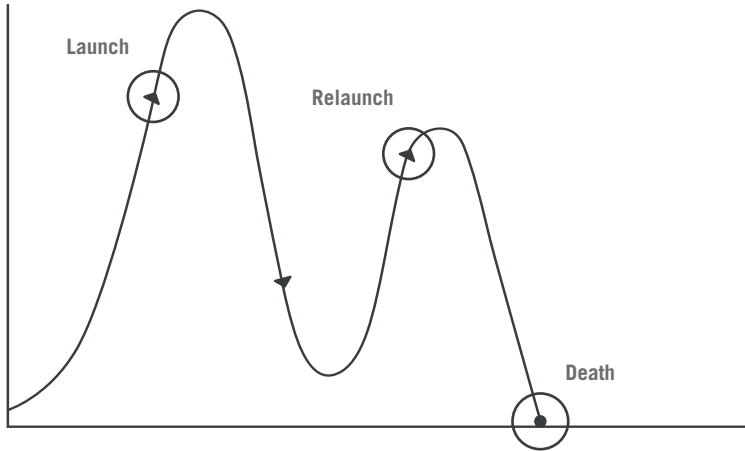
We have created a series of webinars that allow you to engage leaders while working remotely in a way that fits their lifestyle and cadence of learning.



TRADITIONAL LEARNING PROGRAMS

VS.

MULTIPLIERS WEBINARS



Full of inspiration, loads of promise... Oh dang.



Starts with excitement, finishes with impact. BAM!

DESIGN YOUR OWN LEARNING JOURNEY

Pick 1, 2, 3, or 4 of the Multipliers Webinars. Each **90-minute** session builds on the previous, offering a fresh perspective on how leaders can get more intelligence from their team. Participants will explore what triggers their Accidental Diminishing tendencies and build the skills to shift from unintentionally shutting people down to intentionally amplifying the capabilities of the people they lead.

TAKE YOUR PICK:



THE MULTIPLIER EFFECT

- *The Multiplier Disciplines*
- *The Accidental Diminisher*
- *How To Build Multiplier Habits*

1



LEADING CURIOUSLY

- *Spark better thinking by learning how to ask the right questions*
- *Capture latent intelligence by naming and fully utilizing your people's Native Genius*

2



CHALLENGE & INVEST

- *Build organization capability by challenging your team to stretch*
- *Develop independence and capacity by giving people ownership of work that will require them to grow*

3



LIBERATE & DEBATE

- *Create space for others to contribute by learning when to play small so others can go big*
- *Make smarter decisions by gathering people's best thinking through debate*

4

MULTIPLIERS WEBINARS BY TOPIC & SKILLS

WEBINAR OPTIONS	1. THE MULTIPLIER EFFECT	2. LEADING CURIOSLY	3. CHALLENGE & INVEST	4. LIBERATE & DEBATE
The 5 Disciplines of the Multiplier	X			
Shifting from Accidental Diminisher to Intentional Multiplier	X			
Developing Multiplier Habits	X	X	X	X
Asking Questions that Spark Innovation and Intelligence		X		
Name and Utilize People's Native Genius		X	X	
Create Stretch Challenges that Generate Belief and Bold Action			X	
Giving Ownership and Accountability to Develop Independence and Capability			X	
Create Space for Others to Contribute at their Highest Point of Contribution				X
Gather People's Best Thinking Through Debate				X
Generate Learning Through Mistakes				X
Multipliers Experiments for Skill Development	X	X	X	X

WEBINAR 1: THE MULTIPLIER EFFECT

The Webinar Agenda

1. *The Multiplier Effect - Multipliers get access to 2x more intelligence than Diminishers*
2. *The Accidental Diminisher - All leaders have Accidental Diminisher tendencies (aka blind spots), which may be inadvertently shutting down others*
3. *The Habit Chain - Learn to identify what triggers Accidental Diminishing behavior and how to shift to Multiplier behaviors*

Success Indicators: What to Watch For

- *Increased awareness of how their leadership behaviors impact their team*
- *Identifying and extinguishing Accidental Diminishing behaviors, those behaviors that shut down the intelligence of others*
- *Experimenting with new Multiplier behaviors that leverages the genius of those around them*

WEBINAR 2: LEADING CURIOUSLY

The Webinar Agenda

1. *The Art of the Question* - Acting on curiosity and asking questions is the foundational Multipliers skill
2. *The Talent Magnet* - Attracts and deploys talent at its highest point of contribution

Post-Webinar Skill Experiments:



*The Extreme Question
Challenge*



Name The Genius

Success Indicators: What to Watch For

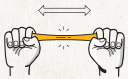
- *Leaders are asking more questions that expand the thinking of others*
- *New ideas and solutions are being offered by team members*
- *Identifying opportunities to genius watch*
- *Labeling, naming and utilizing the genius of others*

WEBINAR 3: CHALLENGE & INVEST

The Webinar Agenda

1. *The Challenger* - Defines opportunities that cause people to stretch, break down barriers and think outside the boundaries
2. *The Investor* - Gives other people ownership for results and invests in their success

Post-Webinar Skill Experiments:



Stretch Challenge



Super Size-it



Give the Pen Back

Success Indicators: What to Watch For

- *Offering a "Mission Impossible," generating belief that it is possible and creating early wins*
- *Giving others increased ownership*
- *Rapid learning cycles and accelerated problem-solving without the invitation from the formal leader*
- *Giving other people the ownership for their results and investing in their success*

WEBINAR 4: LIBERATE & DEBATE

The Webinar Agenda

1. *The Liberator* - Creates space for people's best thinking with rapid learning cycles
2. *The Debate Marker* - Engages people in debating issues up front, which leads to sound decisions that people understand and can execute efficiently

Post-Webinar Skill Experiments:



*Make a Safe Space
for Mistakes*



Make a Debate



Play Fewer Chips

Success Indicators: What to Watch For

- *People around the leader are becoming more capable and taking on bigger challenges*
- *Team members learn rapidly and adapt to new environments*
- *Leader access a wide spectrum of thinking in rigorous debate before making decisions*
- *Efficient execution with lower resource levels because they have built a deep understanding of the issues, which leads to faster execution*

PLANNING & PRICING

MULTIPLIERS WEBINARS = DOING MORE WITH LESS

ENGAGEMENT PHASES	WISEMAN RESPONSIBILITIES	CLIENT RESPONSIBILITIES	PARTICIPANTS	PRICE
1. <i>WEBINAR DESIGN</i>	Work with the client to understand the business and leadership challenges and provide context for the session	Set webinar objectives, identify and invite participants and co-plan session agenda with The Wiseman Group	1-50	1 WEBINAR - 5K 2 WEBINARS - 8K 3 WEBINARS - 11K 4 WEBINARS - 13K
2. <i>WEBINAR DELIVERY</i>	Prepare materials and lead Zoom-hosted webinar aligned with identified needs and approved agenda	Distribute materials to participants		
3. <i>WEBINAR FOLLOW-UP</i>	Conduct a 30-minute check-in call with client to assess impact, answer questions, and support action plans	Participate in conference call and share feedback and survey results	50+	Call for pricing

“We need more than just geniuses at the top of our organizations; we need genius makers.”

- LIZ WISEMAN

