



Course and Event Catalog



THE LEADER'S INSTITUTE

Fearless Presentations®
www.fearlesspresentations.com
(800) 975-6151

Leader's Institute Team Building®
www.leadersinstitute.com
(800) 872-7830





Fearless Presentations® Public Speaking Class for Individuals and Small Groups

Want to eliminate that **nervous feeling** during a PowerPoint presentation? Want to **think and speak more clearly** without losing your train of thought? Want to give a more **polished and professional** presentation? Then **Fearless Presentations®** is for you!

The world-renowned Fearless Presentations® public speaking class is absolutely **the fastest and easiest way to eliminate stage fright and increase your self-confidence** and professionalism in front of a group. **Classes are scheduled frequently in cities all over the world** so whether you are an individual who want to become more polished or you have a small group who wants to attend together, we have a solution for you. Learn to **connect with your audience, reduce nervousness, and design and deliver powerful presentations.**

Course Materials

- (1) Fearless Presentations® Class Manual
- (2) The book *Fearless Presentations®*
- (3) The book *Mastering Presentations*
- (4) Leadership Principle Desk Reference
- (5) Video presentation recordings from the class for future reference.

Who Should Attend

- Anyone who feels butterflies in their stomach before or during a speech
- Managers who lead team meetings
- Project managers who give briefings or project updates
- Sales People
- Executives who present to internal audiences and external groups
- Entrepreneurs who want to be seen as experts in their field
- Young people who want an advantage in interviews

Course Content and Agenda

Section #1: Eliminate Stage Fright

- Ten (10) Ways to Eliminate Public Speaking Fear
- Improve Your Memory Ten-Fold
- Learn to Give Entire Presentations without Notes (or Slides)
- Powerful Introductions
- Examples and Stories Reduce Public Speaking Fear

"This class provided me with tools to prepare, organize and deliver presentations that captivate audiences."
- **Christina Minkley, AIG**

Section #2: Organizing Short Presentations

- Persuade an Audience in Three Steps
- Simple Structure for Short Presentations
- Leadership Principles for Presentations
- Maximize Your Individual Strengths and Minimize Your Weaknesses as a Presenter
- Impromptu Speaking and Q&A Sessions

Section #3: Design Longer Presentations

- A Simple Structure to Better Organize
- Longer Presentations
- Focus on What the Audience Wants
- Five (5) Ways to Add Energy and Enthusiasm to Any Presentation
- Ten (10) Ways to Add Impact and Power to Your Presentation
- Master PowerPoint Presentations

"The participation is what I liked best. Instead of a lecture, we learned more quickly by doing." - **Deeyla Fulton, Northrop Grumman**

Tuition and Availability

Tuition is just \$997/person (\$897/person for three or more).

For a complete list of our over 200 upcoming classes in over 50 cities around the world, call (800) 975-6151 or visit www.fearlesspresentations.com.



Custom Fearless Presentations® Class for Teams and Companies



Have a group who needs custom coaching? A custom Fearless Presentations® class is an economical way to train your entire group in one seminar.

The Fearless Presentations® class has long been the optimal solution for individuals who want to reduce public speaking fear and stage fright, but did you know that Fearless Presentations® can be **customized for the specific needs and challenges of your team**? Our instructors have taught tens of thousands of people how to **eliminate public speaking fear**, become more **poised and professional in front of a group**, and design and **deliver compelling presentations quickly and easily**, and they are experts at **customizing seminars for each individual audience**.

Modules that Make Each Seminar a Custom Event

Fearless Presentations® and *Public Speaking Secrets®* are composed of individual modules that can be customized into a range of time periods from a one-hour keynote address to a one-day or two-day seminar, to a series of individual sessions for time-spaced learning so we have a solution for every group.

*"I enjoyed the entire program."
- xCb'9Uga Ub, < ci gcbzHL*

Sample Fearless Presentations® Modules

- Eliminate Public Speaking Fear
- Give Presentations without Notes
- Powerful Introductions
- Using Examples and Stories
- Persuasive Speeches
- Impromptu Speaking
- Question and Answer Sessions

Sample Public Speaking Secrets® Modules

- PowerPoint Presentations
- Evidence to Prove Your Point
- Get Your Audience Involved
- Make Technical Presentations Clear
- Designing Keynote Addresses
- Designing Lecture Series
- Designing Sales Presentations
- "Short List" Presentations

"I was skeptical it could be done in 2 days and truly amazed how far we were able to come."

**-Martin Ellard,
Waste Management**

Tuition and Availability

For a quote or to schedule a seminar, call us at (800) 975-6151 or send an email to inquire@leadersinstitute.com. Tuition starts at just \$3,000. For a free quote, call today!

Course Materials

- (1) Fearless Presentations® Class Manual
- (2) The book *Fearless Presentations®*
- (3) The book *Mastering Presentations*
- (4) Leadership Principle Desk Reference
- (5) Video presentation recordings from the class for future reference.

This Is Perfect For...

- Group Sizes from Five to 100 People
- People who lead team meetings
- Project managers who give briefings or project updates
- Teams of salespeople
- Executive teams who present to both internal audiences and external groups
- Entrepreneurs and their managers
- Engineering teams
- Road shows or financial presentations
- High-level sales presentations



High Impact Leaders[®] Custom Leadership Course

Become More Confident And Persuasive – Fast!

High Impact Leaders is the fastest, easiest way to become a more charismatic and confident leader or manager. Great leaders develop skills that less successful people tend to disregard.

Ever wonder why some people always seem to catch all of the breaks and always seem to have an advantage over others? People who get ahead in the business world often have distinct characteristics in common including Communication Skills, Self-Confidence, Presentation Skills, the ability to Motivate and Inspire others, and the ability to build the next generation of leaders.

Course Materials

- (1) High Impact Leaders Class Manual
- (2) The book Fearless Presentations[®]
- (3) The book 28 Ways to Influence People
- (4) Leadership Principle Desk Reference

Who Should Attend

- Anyone who wants to be promoted
- New managers and leaders
- Project managers who want to improve efficiency
- Sales People
- Executives who want to improve team culture
- Entrepreneurs
- Succession planning candidates
- Young people who want an advantage in school and job interviews

High Impact Leaders[®] Can Help Strengthen These Skills

High Impact Leaders[™] is Fully Customizable

People retain information best if it is delivered in short, fun sessions, so High Impact Leaders is organized into a series of one-hour, self-standing modules. Each module is a fun and interactive session designed to help participants master a specific leadership skill.

“This is the best leadership class I’ve ever taken! The class is based on 100% participation. You get out of it what you put into it. The sky is the limit!”

– Jeff Goldstein, Holy Cross Hospital

- Problem Solving
- Ability to Gain Enthusiastic Cooperation from Others
- Inspire and Motivate their Team
- Build the Next Generation of Leaders

Modules can be organized into custom Keynote Speeches, Breakout Sessions, Half-Day Workshops and, for best results, Two-Day Workshops.

“A great class! I was surprised at how everyone from our group wanted to and did participate in the program.”

– John S. Dawson, Potter Concrete

Tuition and Availability

For a custom quote or to schedule a seminar, call us toll free at (800) 975-6151 or send an email to inquire@leadersinstitute.com. Tuition starts at just \$3,000. For a free quote, call today!

Sample Leadership Modules

- Communication Skills One-on-One with their Team Members
- Confident Presentations Skills
- The Ability to Build Trust and a Team Culture
- Conflict Resolution Skills

Call us at (800) 975-6151 for Additional Information.



Creating A Team Culture® Custom Workshops

Fun Custom Team Building Sessions!

Identify the characteristics of a good team • Open up lines of communication • Identify how each individual's actions affect the group • Improve efficiency

Want to build trust and respect among your team? This workshop can help your group identify characteristics that **(1) lead to better teamwork**, help your team **(2) build more of a team atmosphere**, learn how **(3) to deal more effectively with each other**. Creating a Team Culture® is a fun way to generate a "behavior change" and build teamwork within your group. The best way to learn is to have fun!

Custom Team Building Workshops to Build Team Culture

Creating a Team Culture® is a team building seminar composed of one-hour modules, so it can be tailored to the specific needs of your group. Individual modules are perfect for breakout sessions as well. If you want to reinforce personality temperament training, an alternative version of this program called Personality Traits That Influence Teams is also available. Our instructors can help you quickly and easily customize this program for your group.

"This was really great – everyone was engaged and enjoyed the workshop greatly! We'll definitely do more of this in the future."

– Antoinette Silverman,
Lycée Francais of New York

Sample Agenda:

- What makes a Good Team?
- Seven (7) Ways to Build Trust
- Improving Communication
- Seven (7) Ways to Resolve Conflicts

- Pointing Out Mistakes Indirectly
- Anchoring Positive Behavior
- Seven (7) Ways to Build Leaders who Inspire Teamwork
- A Three-Step Process to Persuade Individuals and Groups

Alternate Modules:

- Triple Your Memory in Minutes
- Ten (10) Ways to Eliminate Presentation Fear
- Leading Powerful Meetings Problem Solving Made Easy
- How to Remember Names
- Adding Enthusiasm to Projects
- Gain a Consensus
- Speaking Under Pressure
- Personality Temperaments Adding Fun to Tough Jobs

*"This was a lot of fun!
Everyone had a really good time."*

–Brenda Brewer,
Truman Medical Centers

Optimal Time and Event Size

Creating a Team Culture is composed of **one-hour modules**, so it can fit any time frame from a one-hour *keynote speech* to an *extended seminar series*. **Most clients request a 3.5 hour session.**

Advantages of This Program

- Team training based on real-world skills leads to positive behavior change in participants
- The most flexible event based on content and program length
- A fun way to acquire skills
- Can easily be added to other team events to reinforce application
- Extremely economical because few materials are required
- Can be delivered in any indoor location without restrictions

Call us at (800) 872-7830 for Additional Information.



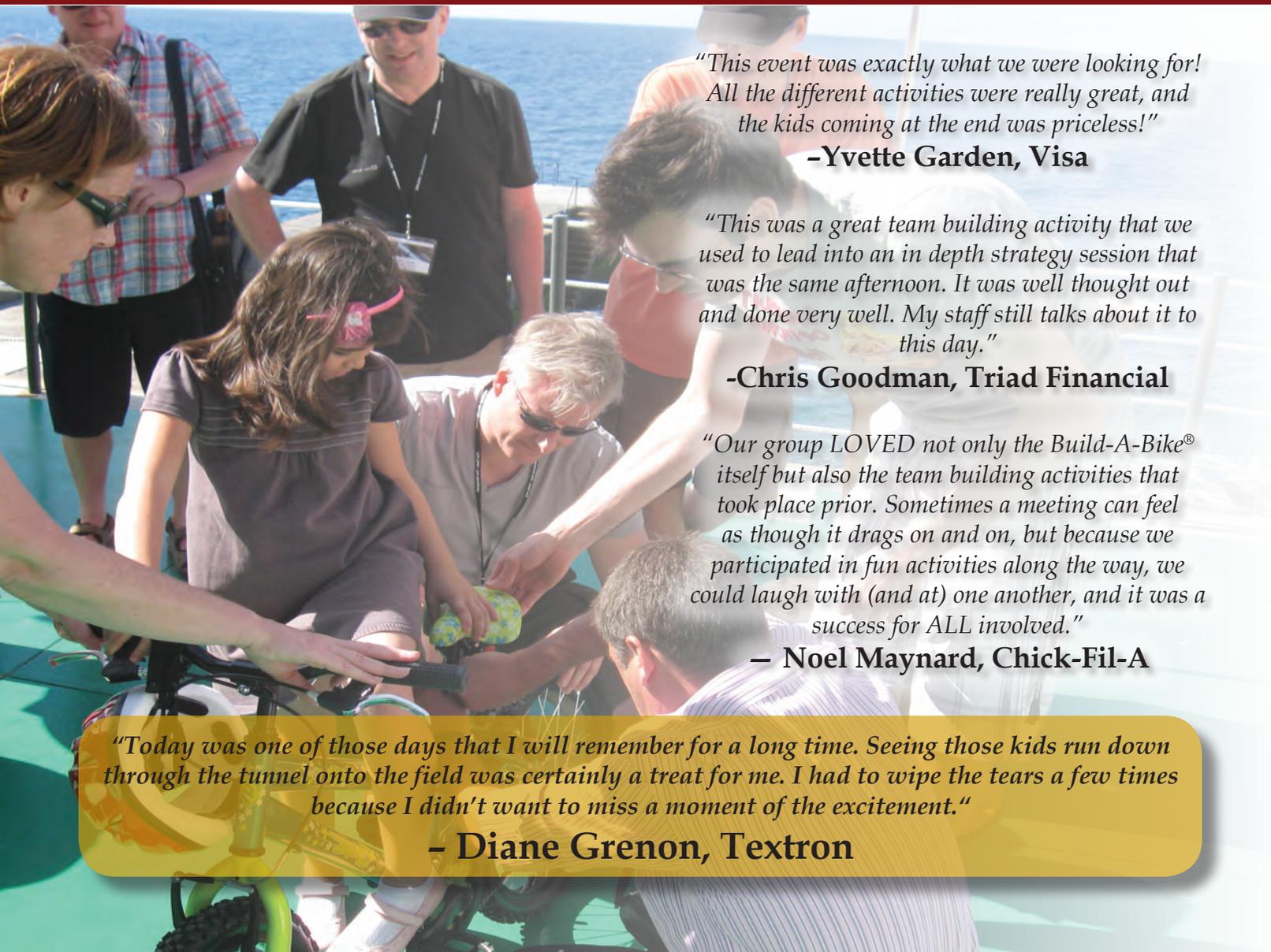
"This was a kick-off to our meeting, and we thought it would be a great way to get everybody in the spirit of focusing as a team. It really did that. It brought warmth to our group. It is something I've never experienced before at a corporate meeting. We were in awe."

**- Heather Greene,
Nestle Purina**



"The instructor was an AMAZING leader. Engaging a sometimes quiet group and keeping the energy up and motivating."

**-Jennifer Spinks,
Meeting Protocol**



"This event was exactly what we were looking for! All the different activities were really great, and the kids coming at the end was priceless!"

-Yvette Garden, Visa

"This was a great team building activity that we used to lead into an in depth strategy session that was the same afternoon. It was well thought out and done very well. My staff still talks about it to this day."

-Chris Goodman, Triad Financial

"Our group LOVED not only the Build-A-Bike® itself but also the team building activities that took place prior. Sometimes a meeting can feel as though it drags on and on, but because we participated in fun activities along the way, we could laugh with (and at) one another, and it was a success for ALL involved."

- Noel Maynard, Chick-Fil-A

"Today was one of those days that I will remember for a long time. Seeing those kids run down through the tunnel onto the field was certainly a treat for me. I had to wipe the tears a few times because I didn't want to miss a moment of the excitement."

- Diane Grenon, Textron



The Build-A-Bike® Team Building Workshop

Make any meeting an awesome event!

Want to Create a Memorable Shared Experience for Your Group? Need to Jazz Up Your Next Meeting or Convention? **Build-A-Bike® is the Solution!**

The **Build-A-Bike Team Building Workshop®** is the original, and still **the most popular, charity team event**. This **high-energy event is both fun and highly interactive**. From the time that one of our facilitators is introduced to the time that a stream of young kids come rushing in, every member of your group will be engaged and having an absolute blast!

Fun Team Building with a Philanthropic Twist

Add Energy and Enthusiasm

There is no better way to add energy and enthusiasm to a meeting than with a Build-A-Bike® Team Building Workshop. From the time that your group walks into the room, they will realize that this program is quite different than any other meeting that they have ever experienced. Instead of tables and chairs, they see a symmetrical canvass of props, tables, and of course, bicycles.

"The instructor had so much energy in her facilitation! This was exactly what we needed. Everyone had a great time!" – Stacy Moeller, Nationwide

Our certified facilitators will **capture the attention of the audience quickly and have them laughing and having fun within minutes**. The key to this and every team activity is the **energy**, and our expert instructors are the best in the world at keeping the energy in the room up and sweeping everyone into the activities.

Call us at (800) 872-7830 for Additional Information.

Standard Structure and Options

- Ice-Breaker: Fun way for the facilitator to build rapport and get the group laughing.
- Set-Up Activity: Designed to get the energy up and competitive juices flowing.
- Build-A-Bike®: Participants must solve puzzles to earn parts for each bike and quickly learn that the only way to win is to work as a team.
- Presentation to the Kids: A stream of kids from a local charity rush in to ride their new bike.*

"I can't BEGIN to say how happy we were with Build-A-Bike®! I'd recommend you in a heartbeat." – Millie Victorian, Stereotaxis

*During the school year, starting your event at 2:30 PM or 3:00 PM is optimal so that your bike recipients will be out of school by the conclusion of the event.

Optimal Time and Event Size

This event works best for groups of **30 to 1000 people**. The optimal time for a Build-A-Bike® event is 1.5 to 2 hours. For groups larger than 100 people, we suggest that you limit the length of the program to 2 hours. We also suggest approx. 175 square feet of space for each bike being built.

Advantages of This Program

- This event contains a very memorable, emotional conclusion where each team gets to deliver their completed bike to a young kid.
- Adds enthusiasm and energy to any meeting or event
- Has great public relations benefits because of the charity donation
- Creates a real WOW! factor with participants.



Ace Race Golf Team Building Workshop®

Make any meeting fun and competitive!

Have an absolute BLAST on your next team building adventure! The Ace Race® is a fun team activity where team members build a golf course out of non-perishable food items.

This philanthropic team building event organizes your team into small groups of four to six people, and each group acquires "materials" to build a single hole of a custom golf course right in the banquet hall or meeting room. The "materials" that they acquire are non-perishable food items that they must use to build their hole of the course. Once the custom golf course is built, the teams compete against each other to determine the golf champion of your event.

Optimal Time and Event Size

This event works best for groups of 50 people to 20,000 people. The optimal length of time for this event is from 1.5 to 2 Hours. We suggest approx. 175 square feet of space for each hole being built.

Advantages of This Program

- Fast, high energy event that your group will remember for years!
- Works well in an area that has experienced a natural disaster recently (think Katrina or Sandy) because your meeting inserts dollars into the community.
- Lets your team be competitive and have fun, but also feel good about helping others.
- Great public relations advantages.
- Practically an unlimited scope in size – the larger the group, the more fun the event.

Build Your Team While Building Your Community

The Ace Race Twist

There is a twist however... Most teams will create unbelievably difficult holes that are practically impossible to conquer, so the Ace Race doesn't just have them compete to conquer the course. Each team plays each hole until they get an "Ace" (hole in one). This difficulty moves the challenge **from being a competition to a team building exercise** pretty quickly. And adds a LOT of laughter in the process.

"This event was a lot of fun! The group really had a good time. Thank you!"

– Denise Toolan, Johnson & Johnson

Sample Workshop Outline

- Introduction: A fast explanation of the rules and goals for the event.
- Earn the Materials: Each team solves puzzles and challenges to earn their course materials. The faster they

solve the challenges, the more time they have to build their hole and practice.

- Build the Course: Each team builds a single hole within the course.
- The Ace Race®: Teams compete to race through the course getting holes-in-one, and the energy erupts! A champion is crowned.
- Donation of the Food to a Food Bank: Each group re-boxes up their food items, and we donate them to a charity.

"The workshop was GREAT! We had a phenomenal time, and it couldn't have been more timely for the Food Bank!"

–Cheryl Parrish, GlaxoSmithKline

The Ace Race offers fantastic team building, community outreach, and great PR.

Call us at (800) 872-7830 for Additional Information.



Rescue Bear Workshop®

Serve Our Rescue Workers While They Serve Us!

Want Your Team to Learn about Each Other While Supporting Your Local Police and Firefighters?
Want a Unique and Memorable Experience?

Our rescue workers have a difficult job—especially when children are affected. At times, they have to tell people that they have just lost everything they own in a fire or sometimes have to separate a child from his or her parent while they receive medical attention. The Rescue Bear® team event provides a comfort item that these fearless rescue workers can give to these children in need to help them through a very challenging time.

Discover the Strengths of Each Team Member

Strong Teams Based on Diversity

The activities in this event are actually based on personality temperaments, but your group will never know. We have developed a revolutionary, proprietary activity that gets the team to quickly (and in a hilarious way) divide themselves into personality temperament groups. If you are a fan of Myers-Briggs or the DISC profile, you will love this, because it is a practical way for participants to learn about their strengths and weaknesses based on their temperaments without the technical lecture.

"It was awesome!!! The instructor was so accommodating and professional... It was a great day!"

-Julianne Philips, DTE Energy

Once your team is divided by temperament, each group accomplishes challenges specifically designed to match the strengths of the participants.

Sample Outline and Options

- Introduction: A fast explanation of the rules and goals for the event.
- Dividing Group into Temperaments: The group plays a fun game that to organize team into temperaments.
- Strength Finder: Group discovers the real strengths of their team.
- Rescue Bear: Participants complete challenges based on strengths to earn materials to build the toys.
- Presentation of Toys to Fire Fighters: Local firefighters come to speak to the group and accept the toys on behalf of the kids who will eventually get them.

"Thank you so much! We received so many positive comments from our group"
-Margie Paterson, RGIS

PS: (The firefighters often arrive in their ladder-truck.)

Optimal Time and Event Size

This event works best for groups of 25 people to 100 people. The optimal length of time for this event is from 2 to 3.5 Hours. This is best because we can better reinforce the personality temperament instruction.

Advantages of This Program

- The Rescue Bear® is easy to setup and take down, so if time is short, this program works really well.
- This program has a higher concentration of real team development, so it is a fun way to either teach or reinforce strength finder or temperament training.
- Because the ending doesn't depend on getting kids or a specific charity involved in the donation, it can be schedule just about any time of day.
- The participants have a lot of fun while they are learning!

Call us at (800) 872-7830 for Additional Information.



"We were thrilled with the program. The Leader's Institute is now our "go to" training company."

**- Denise Cornish,
Western University**



"I'd be glad to provide a reference for the retreat. The feedback was overwhelmingly positive. I had a great time and really enjoyed being able to actually participate with my team rather than facilitating everything."

**- Kelley Lovett,
Waste Management**



"This was great! Thanks for adding a lot of fun and laughs to our day."

- Richie Lee, Lee Financial

"We had a great time! We do team building programs every year, and The Leader's Institute® instructors are the best facilitators we've ever had. I'll be talking with you again next year around this time."

**- Lori Champion,
National Science Foundation**

"We had a wonderful time!!! In fact we are highly recommending to our mother company to use you in the future. Our staff had nothing but raves about the training and how fun and interactive it was. They made the event especially fun for us. They obviously put a lot of time and effort into the Camaraderie Quest, and adding the Personality Traits workshop beforehand made for a fabulous dynamic."

- Casey Godwin, Siletz Tribal Gaming Comm.



Camaraderie Quest®



Team Treasure Hunt

Looking for the perfect outdoor team event? What to let your team interact away from the office or meeting? Then the Camaraderie Quest® is for You!

The Camaraderie Quest® is an interactive treasure hunt that is custom designed for your group and location, so no two quests are the same. Your team will have to decipher clues that lead them on a trek to find items, photograph interesting places, and video record their team accomplishing their specific tasks. At the end of the quest, the instructor scores the results and shows an edited slideshow complete with quite a few of the most entertaining team accomplishments.

Course Content and Agenda

Get the Most From Your Location

Although this event can be held just about anywhere, **the more interesting the location, the more interesting the quest will be.** *Downtown areas, historic districts,* and many *resort areas* tend to be fantastic places to schedule a quest because there is often a lot of interesting things to find and photograph.

When event and meeting planners organize annual meetings or conventions, they often pick fantastic locations. Alas, though, because time is compressed for these meetings, the participants rarely get to explore these resorts on the way to the next meeting. This is where The Camaraderie Quest can be a big help. **The Quest gives participants a chance explore their great location, but also experience a fantastic team building activity at the same time.**

Sample Outline and Options

- Introduction: A fast explanation of the rules and goals for the event. (Works best if this is indoors.)
- Initial Short Quest: Teams are sent on an initial quest so that they can learn how to complete the challenges and score a few initial points.
- Midpoint Break: We take a short break midway through to answer questions and get the teams rehydrated.
- Final Quest: Teams move through the final quest where they will take pictures and record videos of their accomplishments.
- *The Slideshow: The facilitator scores the results and delivers a funny slideshow complete with some of the more entertaining pictures and videos.

* For bigger groups, it's a good idea to schedule a break between the Final Quest and The Slideshow so that the instructor will have time to create a good slideshow.

Optimal Time and Event Size

This event works best for groups of **100 people** or fewer per quest so that there are no more than 10 teams competing for the same items. Multiple quests can be organized simultaneously for larger groups. The optimal length of time is 2.5 Hours.

Advantages of This Program

- All of the setup for this event takes place the day before the quest.
- The Camaraderie Quest can be conducted indoors, outdoors, or both. Museums and theme parks can be great locations as well.
- This event lets the teams really cut loose and just have a lot of fun. The individuals on each team get to know each other on a different level than in the workplace.
- You receive all of the photographs and videos for posterity.

Call us at (800) 872-7830 for Additional Information.

Fast Facts about The Leader's Institute®

- Founded Dec 12th, 2002 by President and CEO, Doug Stanearth
- Over 9,500 People have attended Fearless Presentations®
- Over 2,400 People have attended High Impact Leaders®
- Build-A-Bike® has Donated over 13,000 Brand New Bikes to Underprivileged Kids
- Our Programs have Donated over \$1.9 Million in Charitable Contributions
- Registered Trademarks/Programs Invented
 - The Leader's Institute®*
 - Fearless Presentations®*
 - Build-A-Bike®*
 - Build-A-Bike Team Building Workshop®*
 - Rescue Bear Workshop®*
 - Fearless and Persuasive Speaking®*
 - High Impact Leaders®*
- The Leader's Institute® has Certified 35 Instructors
- The Average Time for an Instructor to Obtain First Certification is Eight Months
- Over 97,600 People have Attended Our Team Building Programs
- The Leader's Institute® invented Philanthropic Team Building when our CEO, Doug Stanearth, created the Build-A-Bike® Team Building program. Before Build-A-Bike® no national company had ever regularly offered team building that resulted in charitable contributions. However, after the meteoric growth of Build-A-Bike®, philanthropic team building programs have become a common part of our culture.
- Our other Philanthropic Programs are The Ace Race®, Rescue Bear®, Hero Quest, and Kids' Quest.
- Our Instructors have been Published or Written about over 2500 Times.
- 415 of the Fortune 500 have Contracted with The Leader's Institute®
- Our Programs have been Taught in Every One of the 50 States, Five Canadian Provinces, 16 Different Countries, and Four Different Continents (and a half-dozen islands)
- In Exit Surveys, over 99.7% of Respondents say that Our Programs at least Met their Expectations.
- Over 87% say we EXCEEDED their Expectations.



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