Lead Star’s Distance Learning Programs

Customized Webinar Overview

www.leadstar.us
Lead Star’s Webinars

Lead Star’s webinar events are dynamic, 45-minute training presentations designed to accommodate a busy professional’s schedule in a convenient and interactive forum.

Every webinar includes an engaging presentation on a selected leadership topic and an interactive question and answer session. Many clients also select to have their internal colleagues serve as panelists on webinar events, which allows audiences to hear diverse experiences and perspectives.

Following every webinar, Lead Star provides audience members with a post-event workbook that summarizes the highlights of the training and allows participants to personalize the material they just learned, identify next steps they can take to advance their leadership abilities, and receive subject-specific resources that either Lead Star or the client offers.

Webinar Topics

Lead Star has a library of webinar topics that clients are able to select from and offer to their participants. The following is a list of webinar titles and an overview of each event:

**A Leader’s Guide to Managing Time and Improving Efficiency**

Do you ever wish that you had more than 24 hours in a day? Do you ever wonder why some people tend to accomplish more in their day than others? The *Leader’s Guide to Managing Time and Improving Efficiency* webinar will teach you how to be disciplined with your schedule and focused on how you allocate your most precious resource: your time. Course learning objectives include how to be proactive (not reactive), being able to identify procrastination when it happens, best practices that save time and improve efficiency, how to say “no” to an item that is a non-priority, and how you can increase your energy level throughout the day to ensure high performance.

**Conflict Management**

Conflict is a natural characteristic within any team. There will always be individuals who will disagree, opinions that will differ, and ideas that will compete. When creative tension turns into unhealthy conflict, leaders are needed to manage the disagreement and seek resolution. During this webinar you will learn how to: identify conflict before it escalates, incorporate best practices for addressing conflict (versus avoiding it); present solutions that unite differing positions and maintain the dignity and respect individuals feel when navigating through conflict.
Dealing with Difficult People
Have you ever wondered how to best handle your demanding team member, the negative coworker in the next cubicle or the unrealistic client who seems never to be satisfied? At work and in life you will always have difficult people to deal with. Leaders handle these individuals with tact, compassion and emotional resolve. In this webinar, participants will learn best practices on how to turn encounters with difficult people into productive communications that focus on positive outcomes.

Developing Unshakable Confidence
If you are looking to increase your level of influence in your environment, start by improving your confidence. Confidence is a trait others are inspired by – especially during times of challenge, chaos and uncertainty. For most individuals however, confidence seems to wane during the times when it is most needed. In order to ensure that your confidence level remains steady in the face of challenge, you must continually work to cultivate it. During this webinar you will discover five practical, actionable ways that you can develop your confidence and effectively project it to best inspire others.

How to Lead When You Are Not in Charge
Being a leader is not about a job title – it’s about your ability to influence outcomes and inspire others. Whether you are working on a team project, taking part in a committee meeting or helping to organize a volunteer event, there will be a situation where you will need to use your influence to get the job done right. While it can be challenging to lead others when you are not the one in charge, it is still possible to lead effectively and, in turn, earn greater respect among your colleagues or clients, be more influential in your role, and produce outcomes that have a lasting effect on your organization. In addition, when you learn to lead without title, you ensure future leadership success when you are eventually promoted to the position of “boss” or “manager.”

Leadership Strategies for Highly Effective Managers
In order to truly be a leader, you must do two things well – influence outcomes and inspire others. The leadership skills that you must possess in order to truly influence and inspire aren’t complex; in fact, they are deceivingly simple. However, demonstrating them on a consistent basis is the challenge. No matter where you are on the leadership continuum or on the organizational ladder, there are always opportunities for improvement. This webinar presents four essential skill sets you must cultivate in order to be a highly successful and influential leader and manager.

Leading Your Career
Your career is too important to be left to chance. Take charge of your career through thoughtful, proactive measures to ensure that your priorities, values, and strengths are best utilized. This interactive, reflective webinar will allow you to strategize on the next career steps you need to take, identify career mentors who can be champions for you along
your path to success, and also form a career plan that will guide you each step of the way. This webinar is a 90-minute event to accommodate the workbook that will be completed throughout the webinar training program.

**Motivating Your Team Members**
Whether you are a manager or an individual contributor, you play a significant role in the morale you and your colleagues experience on any given day. Strong leaders deliver constructive – versus destructive – motivation to their colleagues through effective service-based leadership efforts, language that inspires progress, vision and goal setting, and simple – but profound – gestures that can transform a group of individuals into an effective, cohesive team. The *Motivating Your Team Members* webinar will offer practical guidance and suggestions to ensure audience members conclude their training experience with a plan in place to bring positive motivation to any team they are a part of.

**Networking Essentials**
Any professional who is committed to their career needs to put energy and effort into relationship building. Networking is an essential skill set that is relevant to every professional – regardless if that individual has business development goals or if they are an individual contributor. When networking is part of an individual’s regular business practices, they discover that they are more efficient and effective within their role and responsibilities. Lead Star’s *Networking Essentials* webinar shares proven practices that provide professionals clear action steps, allowing them to develop a solid professional network.

**No Excuses! Creating Accountability in Your Environment**
Do you wish you worked in an environment where everyone accepted accountability and didn’t make excuses for their shortcomings? Surprisingly, your actions can make a significant difference on the level of accountability you and your colleagues experience on a daily basis. This webinar will focus on how to clearly communicate your expectations, seek responsibility before you place blame, set high (but achievable) standards, hold others responsible when they fail to perform and help your team members eliminate excuses from their professional dialogues.

**Successful Delegation Practices**
As a leader and a team member, your success is often determined by the combined efforts of the talented individuals around you. This webinar will provide guidance on how to make decisions that have a positive impact and how to delegate decision making authority (not responsibility) to ensure you contribute to a work environment that is centered on empowerment … not micromanagement. This webinar also has a strong focus on decision management, to ensure that when you delegate a decision the outcome is certain.
Tough Talks: Communicating Like a Leader When the Stakes Are High

High-stakes communications challenge all individuals. They often require confrontation and uncomfortable exchanges. These communications can end in disaster if they aren’t handled appropriately. Leaders continuously develop their communication skills to approach tough conversations as opportunities for solution and progress. This webinar teaches you specific ways to leverage your communication skills to ensure that productive, positive outcomes are the end result of all your communication efforts.

Coordination and Logistics

When an organization engages Lead Star in a learning series, they have a partner that is committed to success from start to finish.

After clients select topics, dates and times for the webinar series, Lead Star provides a deliverable calendar so they can plan and coordinate logistics on their end. Lead Star also provides clients with:

- Marketing material for each event
- Webinar registration information
- Script overviews for panelists (when appropriate)
- Suggested rehearsal times

Lead Star delivers each webinar on the WebEx platform (clients may also select to have Lead Star utilize their internal web-based learning system). After the event is complete, Lead Star provides audience members with an evaluation and shares results with the client to help quantify the event’s success.

Webinar Pricing

Lead Star’s customized webinars are $2500 per event; a 15% discount is offered when five or more webinars are purchased.

Clients can either select their internal webinar platform for delivery at no additional cost or utilize Lead Star’s platform (additional teleconference charges will apply).

About Lead Star

Founded in 2004 by Angie Morgan and Courtney Lynch, best-selling authors of the business book Leading from the Front (McGraw-Hill), the company is proud of its commitment to providing relevant and inspiring ways to develop and strengthen leaders. More than 75,000 professionals worldwide have benefited from Lead Star’s Training Solutions. These include frontline employees, managers, and senior executives of our nation’s most esteemed firms.
Lead Star’s numerous clients include Best Buy, 3M, Wal-Mart, Kellogg, Marathon Petroleum, Cisco Systems, and Bank of America, non-profits such as the National Association of Legal Professionals and educational institutions like the University of Michigan.

The firm’s leadership expertise has been highlighted by FOX News, CNBC, MSNBC and CNN and Lead Star’s successful efforts have been noted in publications ranging from BusinessWeek to the Chicago Tribune, Financial Times, Inc., and The New York Times.

All leadership development programs are created to align with organizational objectives, culture and core values. Lead Star instructors are selected based on their strong knowledge of leadership fundamentals and their ability to positively teach, mentor and guide others who are seeking to develop their leadership skills. Clients consistently reinforce Lead Star’s value through testimonials that highlight Lead Star’s ability to provide educational and entertaining training, which produces more effective organizational leaders at all levels.

Thank You

Thank you for considering Lead Star for your leadership development training needs. For additional information about our programs, contact us at 1-800-381-7780.