



# Emerging Leaders

CENTRAL EXCHANGE'S YEAR-LONG LEADERSHIP PROGRAM



## DID YOU KNOW THAT GLOBALLY, WOMEN MAKE UP ONLY 31% OF LEADERSHIP ROLES?\*

To change this staggering statistic, Central Exchange created a year-long leadership development program, ***Emerging Leaders***. Since 2007, 155 different companies have invested in over 1,000 women from 16 different states, and 5 different countries, to experience the program.

Facilitated by highly sought after leadership experts Denise Mills and Robin Sterneck, ***Emerging Leaders*** advances leaders' effectiveness, builds networks and connects participants with regional and global thought leaders.

Experience an engaging program with real-life and active-learning based small group sessions, and graduate ***Emerging Leaders*** with the leadership skills to take you to the next level.

You will benefit not only with tools to assist you to advance in your career, but you will become a beacon and patron of women in leadership roles.

**CLOSE THE LEADERSHIP GENDER GAP BY APPLYING TO BECOME  
AN EMERGING LEADER BY AUGUST 15, 2023 AT  
[CENTRALEXCHANGE.ORG/EL-APPLICATION](https://CENTRALEXCHANGE.ORG/EL-APPLICATION)**

**Experience a  
program of  
unparalleled  
growth and  
leadership  
development.**

\*From Grant Thornton's *Women In business 2021: A window of opportunity*.

# Meet the leadership experts.



**D**enise Mills is a Leadership Development Consultant and has been working with Executive Leadership teams for more than 25 years. As Chief Mindset Officer for her firm, LeaderFuel, she is adept at challenging perspectives, identifying beliefs, and exposing blind spots that limit effectiveness in business. Denise brings expertise and insights to the Emerging Leaders program on topics such as developing dynamic teams, creating a constructive organizational culture, strategic planning and employee engagement.

In addition to being an Executive coach and master networker, Denise facilitates Executive Women Round Tables, Lean In Circles, and nationally consults to the members of C200, the most prestigious women's business organization in the U.S.

**R**obin Sterneck brings 30 years of business and leadership to our Emerging Leaders Program curriculum and conversations. Her corporate work as an investment banker, large P&L Leader, Marketing Director and Head of Talent Development bring a broad breadth of first-hand experience and strategies to the table as our participants define and refine their own leadership styles.

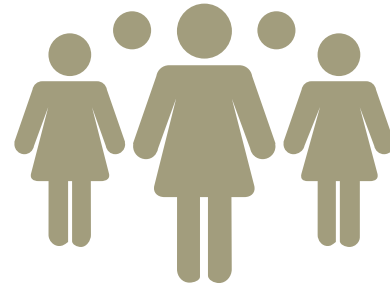
Robin's ongoing work with more than 50 companies and not-for-profit organizations enable her to bring both a time-tested and fresh perspective to developing seasoned leaders in high performance cultures. As a co-founder of two major international women's networks, and a mentor to scores of professionals, she brings both a macro and micro approach to advancing tomorrow's leaders.





### REAL-LIFE EXAMPLES

Participants will develop their decision-making capabilities and leadership skills with examples of what is currently working for modern leaders.



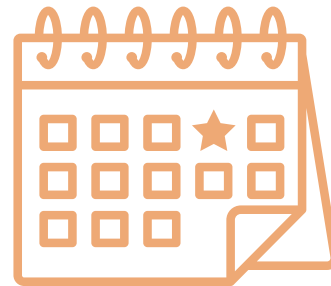
### INTIMATE PEER COHORTS

With in-person and virtual cohorts available, participants will learn the concepts that matter today with the people that will change tomorrow.



### APPLICABLE FRAMEWORKS

Facilitators teach ways to improve communication, operation, and innovation throughout a person's career.



### ENGAGING MONTHLY SESSIONS

Each session meets from 8:30 - 11:30 am, eleven times in a calendar year, beginning in October.

**Embrace  
Excellence  
and Broaden  
Leadership  
Skill Sets.**

# Curriculum Overview

The **Emerging Leaders** curriculum is a focused, best practice, experiential, research and behavioral based leadership development program. The half-day per month, year-long program is delivered through topic specific modules, insights from executive thought leaders, study, dialogue exchange and practice.

Participants can choose from in-person or virtual cohorts. The virtual option has been very attractive to those who's organizations have a local, national or global presence, as well as those who travel for work and may not be able to make it in-person each month.



**SESSION 1:**  
SUCCESS BY  
INTENT



**SESSION 2:**  
YOUR  
LEADERSHIP  
BRAND



**SESSION 3:**  
LEVERAGING  
YOUR NETWORK



**SESSION 4:**  
STRATEGIC  
THINKING +  
VISION



**SESSION 5:**  
INFLUENCE  
+ POLITICAL  
SAVVY



**SESSION 6:**  
NEGOTIATING



**SESSION 7:**  
LEADING TEAMS  
+ MANAGING  
TALENT



**SESSION 8:**  
DECISION  
MAKING + RISK  
TAKING



**SESSION 9:**  
MANAGING  
CHANGE



**SESSION 10:**  
INNOVATION  
+ TIME  
MANAGEMENT



**SESSION 11:**  
VALUES DRIVEN  
LEADERSHIP



**SESSION 12:**  
AND LAST BUT  
NOT LEAST...  
GRADUATION



## Frequently Asked Questions (FAQs)

If you have additional questions, please reach out to Ann Hackett at [ann@centralexchange.org](mailto:ann@centralexchange.org).

### HOW DO I BECOME AN EMERGING LEADER?

This program requires an application to join, as the curated experience is designed for a small amount of qualified participants. Applications open on April 18, 2023 and will close end of day on August 15, 2023.

Apply today at  
[CENTRALEXCHANGE.ORG/EL-APPLICATION](https://centralexchange.org/el-application)

### WHO SHOULD APPLY?

Women professionals who want to get that next promotion, become a better leader, grow their network, and/or jumpstart their next venture.

We welcome applicants from diverse backgrounds and industries. Past students have been senior leaders at financial companies, directors of technology, marketing managers, healthcare professionals, leaders at non-profits, founders of early-stage startups, and more.

### WHAT IS THE TIME COMMITMENT?

Emerging Leaders is a year-long course beginning in October, and consists of 11 monthly sessions and a graduation. Each cohort will have a dedicated date for their monthly session, and most sessions will be from 8:30 am – 11:30 am.

### WHAT ARE THE COSTS?

**There is a flat rate of \$6,000 for the full year.**

The rate is the same for both in-person and virtual cohorts, and **includes a full year membership to Central Exchange.**

If your company is a **Central Exchange Corporate Partner**, you will receive a \$500 discount from the regular rate, which will be reflected on your invoice.

### DO YOU OFFER NON-PROFIT RATES?

Yes! The Emerging Leaders Nonprofit Rate is based on your organization's prior fiscal year income. Please note, we only accept up-to 2 students per cohort at the non-profit rate each year, and only 1 employee from each non-profit is allowed to enroll each year. We will notify you if we have reached the maximum amount of students and you will have the opportunity to attend at the regular rate, or postpone your enrollment to the following year.

#### Nonprofit Rates:

- \$1,500 (Income: \$500,000 – \$999,999)
- \$2,500 (Income: \$1,000,000 – \$4,999,999)
- \$3,500 (Income: \$5,000,000 – \$9,999,999)
- \$5,000 (Income: \$10,000,000+)

### HOW LARGE IS EACH COHORT?

Each Emerging Leaders cohort will vary depending on the final enrollment count for in-person and virtual attendees, with an average of 25-35 leaders per cohort, and a maximum of 50. This allows more personal engagement with facilitators Denise Mills and Robin Sterneck and the other enrolled leaders at each session.

### CAN I STILL BE A PART OF THE PROGRAM IF I LIVE OUTSIDE THE KC METRO AREA OR TRAVEL FOR WORK?

Yes! We would love for you to still join us! The beauty of a virtual cohort is that you can be anywhere in the world when you attend, as long as you have internet access.

### WHAT IS A COHORT?

A cohort is a group of students who work through a curriculum together to achieve the same academic achievement.

In the 2022-23 Emerging Leaders Program, we will have both in-person and virtual cohorts. You can provide your preference on your application.

### WHAT HAPPENS IF I CAN'T MAKE MY COHORT'S ASSIGNED DATE ONE MONTH?

If you are unable to make your assigned date because of work or personal reasons, we do ask that you attend one of the other scheduled in-person or virtual cohorts that month so you don't miss any of the sessions.

### IS THERE A DIFFERENCE BETWEEN THE IN-PERSON AND VIRTUAL COHORTS?

The only difference is the location. The curriculum is exactly the same. In-person cohorts will meet at the UMKC Bloch School of Management and virtual cohorts will always meet online via Zoom.

### WHAT COVID-19 PRECAUTIONS WILL YOU TAKE FOR IN-PERSON COHORTS?

Our goal is to keep all participants safe, so we will follow all current CDC and location safety guidelines pertaining to COVID-19. We will notify all students if changes occur.





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