

# INTRODUCING THE IES WOMEN IN SALES LEADERSHIP FORUM



## **Session 1. Mar 8**

**Gigi Schumm**, Senior Vice President of Worldwide Sales, ThreatQuotient, *Leadership Fundamentals*.



## **Session 2. Mar 29**

**Kyla O'Connell**, VP of Sales and Marketing, Partner at Asher Strategies, *Mindfulness Techniques for Effective Management*.



## **Session 3. Apr 12**

**Jill Ulvestad**, Founder & Managing Partner, Funnel Clarity *Leading with Confident Purpose*. Ms. Ulvestad is also the Leadership Forum Facilitator



## **Session 4. Apr 24**

**Jan Fox**, Executive Speaking Strategist and Coach, *Leader Speak*.



## **Session 5. May 10**

**Queirra Fenderson**, Founder and CEO, The Ambition Studio, *Lead with Decisiveness by Engaging Your Intuition*



## **Session 6. May 31**

Panel discussion with Forum presenters: *Putting Your Leadership Style to Work for You!*

## ACCELERATE

### THE PATH TO LEADERSHIP

The Women in Sales Leadership Forum was developed to give young women in sales the leadership tools and techniques needed to be truly successful.

Forum participants, will be put on a journey of self-exploration that will help them to:

- Navigate unexpected twists and turns, rather than be blindsided by them
- Develop a unique leadership style grounded in their unique strengths and aligned with their goals
- Foster a leadership mindset that allows them to respond to myriad situations with confidence, consistency and resolve
- Create a vision of their leadership and their capacity for career ascension
- Learn to take strategic risks that will garner visibility and illustrate their leadership skills

## ENGAGE POWERFUL

### COMMUNITY AND NETWORKS

The Forum mixes interactive in-class activities, team-based actions and assignments to be implemented at work. Every aspect of the Forum is meant to engage their inner leader and energize their career!

Participants will build their community of connections that they can draw on throughout their career by becoming part of the WIS Leadership Forum Community, giving them an ever-growing network of like-minded peers.

## COMMIT TO

### PROFESSIONAL DEVELOPMENT

Forum consists of six half-day sessions, over a four-month period from mid-March to end of May. Sessions will be held at locations throughout Northern VA. Each session runs from 8am - 11:30 am.

#### COST

**\$999**/IES Members and Sponsors

#### NON-MEMBERS

**\$1,999**

Register at [www.i4esbd.org/womeninsales](http://www.i4esbd.org/womeninsales) or contact [womeninsales@i4esbd.org](mailto:womeninsales@i4esbd.org) for more information.