



Annual Membership Program Features

- **Two events each month**
 - Live webinars with Pat Lencioni
 - Training sessions
 - Exclusive podcasts
 - Original video content
- **Membership support to answer your questions**
 - Online and live Q&A sessions
- **Curated vault of tools and resources**
 - Videos
 - Articles
 - Growing archive of free tools
- **Connection**
 - Pass to an annual event each year (in-person, permitting)
 - Member networking opportunity
- **CAPA^{PRO} branded affiliation**
- **Opportunity for free and early insider's access to our latest tool—The Six Types of Working Genius**
- **And more**



Topics and Curriculum included in the CAPA^{PRO} Program

The Foundations of Organizational Health & Teamwork

- The sustainable advantage of healthy organizations
- Practicing the four disciplines of a healthy organization
- Understanding and squashing politics
- Eliminating organizational confusion
- Retaining great talent
- Overcoming the Five Dysfunctions of a Team
 - Building vulnerability-based trust
 - Mastering conflict in teams
 - Creating a team rally cry
 - Breaking down silos in teams
 - Embracing peer-to-peer accountability
 - The leader's role in fostering great teams
 - Team #1
 - Making virtual teams work
- Addressing the Six Critical Questions
 - Discovering a core purpose
 - Identifying values
 - Establishing strategic anchors
 - Identifying priorities and goals
 - Keeping clarity alive



- **Effective over-communication**
- **Creating a hard culture**
 - Institutionalizing culture without bureaucratizing it
 - Keeping clarity alive
 - Managing in a matrixed organization
 - Mastering cascading messaging

The Art of Naked Consulting & Service

- Selling without selling
- Building loyal, sticky relationships with clients
- Entering the danger
- Telling the kind truth to clients
- Building credibility with internal clients
- Giving away the business
- Overcoming the fear of losing the business
- Addressing and overcoming client's greatest objections
- Consulting for true transformation
- Improving meeting EKG in client sessions
- The two-day offsite

The Keys to Leading & Managing People

- **The Motive**
 - Helping leaders get clear on their motive for leading
 - Embracing the responsibilities that leaders can't delegate
 - Improving leadership in team meetings
 - Helping leaders master difficult conversations



CAPA^{PRO}

A TABLE GROUP MEMBERSHIP NETWORK



- **The Truth about Employee Engagement**
 - Improving employee morale and productivity
 - Managing employees for loyalty and engagement
 - Helping employees know if they are succeeding at work
- **Ideal Team Player**
 - Identifying team players
 - Developing team players
 - Hiring team players
 - Creating a culture of teamwork
- **The Centrality of Meetings**
 - Running compelling meetings
 - Improving staff meeting focus and productivity
 - Making offsites more effective
 - Getting rid of agendas and making meetings more effective
 - Leading strategic meetings
 - Embracing conflict in meetings

The Six Types of Working Genius

- Identifying your working genius
- Helping teams tap into their genius
- How to use the Six Types of Working Genius assessment with clients
- Improving collaboration in teams
- Helping employees find the right role

...and more