

Network Membership

2021/22 Programme



About The Network

The finest commercial leaders' have discovered that success comes faster together than alone

The role of the leader can sometimes become a lonely place. The Uspire Network surrounds you with a support infrastructure perfectly designed to provide the essential guidance, knowledge and peer-based interventions so that you never feel isolated when making critical and challenging decisions.

In response to the new way of learning, we have adapted the Uspire Network membership. This leadership programme brings the powerful benefits of The Network, but over a blended virtual and face-to-face platform.

Membership is open now and members are able to join at a time to suit their needs.

Benefits

With a reported return on investment of 5:1, the network improves:

- Leadership
- Client Relationships
- Profitability
- Executive Well-being
- Decision Making
- Confidence
- Employee retention

Deliverables

- Involvement from a diverse network of industry professionals
- Executive coaching sessions
- Peer-to-peer learning, and support with difficult business decisions
- World-class speakers on a variety of topics
- Think Tanks on personal development and leadership challenges



8 styles of High-Impact Intervention per annum

1. Monthly commercial coaching

Confidential 1-2-1 coaching sessions with one of our Uspire Executive Coaches (see profiles).

INCLUDED:

10 × 1hr sessions, focusing on your personal business goals & challenges, with full access to our library of leadership materials.

2. Think tanks

Provocative input and debate about relevant and topical leadership challenges. Members can request stimulus on a variety of subjects from strategic-thinking to diversity and inclusion.

INCLUDED:

6 × 2.5hr member sessions chaired by one of our Uspire Executive Coaches (see profiles).

3. Keynote speaker sessions

Leadership learning from World-class expert speakers.

INCLUDED:

6 X 3hr Keynote Speakers. Delivered virtually in live, high energy sessions.

4. Member needs you

Available on request and booked in advance, it is an opportunity to share and solve live business challenges with fellow members.

A great environment for disruptive problems that you need to talk through without judgement. Present the issue and explore your thinking with open questions from fellow members.

INCLUDED:

12 × 1hr (min) and available to all members if booked in advance.

5. Finding your balance

This once per year provocation is an opportunity to reflect on your balance of life and reset your priorities.

We will measure your time based on 12 distinctive roles and help you establish the right goals for the year ahead.

INCLUDED:

1 × 1 day session, giving you the opportunity to freshen up, contemplate and consider more broadly your personal well-being and that of your business.

7. Thought-provoking insights

Monthly Boost publications from the Network Chair and Uspire team covering key business challenges and leadership experiences that are shaping the way we think.

INCLUDED:

Monthly industry case studies and best practice providing the stimulus to drive performance improvement both personally and professionally.

6. Symposium

An opportunity to network with the Uspire team, customers, partners and members. Our symposiums include stimulus from world-class award-winning speakers and interactive discussion.

INCLUDED:

2 events per annum*

8. Business support tools

A bespoke communications platform to share ideas with your extended like-minded peer group and the Uspire leadership team.

INCLUDED:

Ongoing affiliation with professionally accredited partner enabling access to a library of published materials on a wide range of management topics.

*these may be virtual conferences until Covid restrictions are lifted

What our Members say

"The Uspire Network has not only connected me with a wealth of experience from commercial leaders experiencing the same challenges as me, but it has also given me access to an archive of excellent educational materials and tools. It has given me a better perspective on my work life balance and inspired me to become the very best commercial leader I can be."

Debra Martin
Partner Corporate Finance, Geldards LLP

The Uspire Network



Who is it for?

SME Business Owners

Learn, share and grow your business with the support of like-minded peers.

Commercial Leaders

Accelerate your professional development and lead your team with gravitas.

Board-level Leaders

Get high-level commercial learnings in a confidential space

Commercial Coaching: Dedicated to solving your challenges

The relationship developed between the Uspire Executive Coach and the Member is integral to the success of Network membership.

The unique U.S.P.I.R.E. Solution Model is our ready-made business tool designed for your coach to teach you how to solve commercial challenges.

Deliverables	Results
<ul style="list-style-type: none">• A 60-minute monthly Commercial Coaching session with a Uspire commercial coach• Agenda driven and determined by the Member• Focused on progressing solutions to the Member's over-arching business goal• Provides a confidential sounding board• Impartial advice and feedback	<ul style="list-style-type: none">• Addresses key commercial challenges• Tangible business benefits• Grows skills measurably• Supports personal development plans• Become an expert practitioner in the application of the U.S.P.I.R.E. Commercial Solution Framework

Uspire Executive Coaches



Amanda Downs

'Motivating Inspirer'
FMCG, Food & Drink
"make solutions commercially sound"

Amanda's gift is to motivate and inspire leaders to focus on getting the best out of their business. She combines her extensive commercial experience with a leading-edge leadership toolkit and focused commercial coaching.



Jonathan Brough

'Completer Finisher'
FMCG, Pharma, Industrial
"fit for purpose"

Jonathan has worked internationally for more than 30 years in Europe, North America, Africa and Asia Pacific. He combines this experience with his background in the food and pharmaceutical industries to design learning solutions for global businesses



Colin Wright

'Commercial Heavyweight'
Telecoms, FMCG, SME
"think strategically, act with agility"

Colin is former MD of large corporations like Vodafone, Cauldwell Group & Greencore. He is also a prolific investor & business angel with several successful exits. He combines his corporate experience with his passion for entrepreneurship.



Chester Robinson

'Logical Creative'
Tech, Entertainment, FMCG
"if it were your money would you spend it?"

A consumer goods industry practitioner for 20 years, Chester is Uspire's Director of Consulting. Chester's focus is on helping clients define and deliver practical solutions to the challenges they face.



Mark Francis

'Infectious Enthusiast'
FMCG, Sport, Petroleum
"act boldly & unforeseen powers will come to your aid"

An FMCG salesman with 27 years commercial experience, Mark's final corporate role was VP Global HR for JT International. For the past 12 years he has coached sales teams in 42 countries for 24 businesses across 9 industries, bringing relentless energy.



Pippa Dunford

'Commercially Astute'
Retail, FMCG, Digital
"achieve the right balance, deliver outstanding results"

With 25 years experience in buying, selling and marketing, Pippa specialises in helping companies change the way they work. Her development and coaching programs adopt a partnership approach, focusing on people, passion and performance.

Some of our Uspire Speaker partners



Lynne Leahy

Lynne has over 25 years experience of award-winning business coaching, helping people develop themselves as leaders or as effective team members.



Sue Firth

A Performance Coach and Business Psychologist, Sue is a specialist in helping leaders deal with stress, change, and resilience.



Floyd Woodrow

Floyd has an international reputation for designing and running leadership and elite performance training in sports, business, government and education.



Henry Rose Lee

Henry Rose Lee is a multi-generational diversity expert who shares insights, busts myths, and inspires the implementation of highly effective, workable solutions.



Mark Fritz

An international specialist on leadership Mark acts as a speaker, mentor, coach and professor. He has spoken on leadership and the power of ownership in over 50 countries throughout the world.



Malcolm Smith

Malcolm has always believed in the power of people above systems, and that true leadership is about developing business environments that create wealth.



Marcus Child

Marcus has an impressive reputation for helping thousands of members of hundreds of organisations embrace change positively and successfully. In thoroughly uplifting conversations with his audiences his work stirs resourcefulness in individuals.



Mark Robb

Specialising in how Leaders create a culture to drive staff engagement to increase customer delight, Mark Robb has had a commercially measurable impact on some of the UK's largest brands over the last twenty years.



Grant Leboff

Grant is one of the UK's leading Sales and Marketing experts. A thought leader in his field, Grant's main focus is to address the massive changes that are taking place in a technology-driven world.



Emma Stroud

Emma has an eclectic work background which encompasses her various passions. She helps talented people enhance the "how" they will deliver their "what".

Member Event Programme - 2021

Date	Event	Topic	Speaker	Timing
9th Feb	Think Tank	Leading Diversity & Inclusion	Colin Wright & Amanda Downs	15:00 - 16:30
23rd Mar	Keynote Speaker	Unleash your Potential	Marcus Child	9:30 - 13:30
13th Apr	Think Tank	How to avoid Strategy Failure	Colin Wright & Amanda Downs	14:00 - 16:30
27th Apr	Keynote Speaker	Strategy into Action	Floyd Woodrow	9:30 - 13:30
11th May	Think Tank	Inspiring your Virtual Sales Team	Colin Wright & Amanda Downs	14:00 - 16:30
15th Jun	Keynote Speaker	Improvisation for Leaders	Emma Stroud	9:30 - 1:30
18th Jun	Symposium	From Crisis Control to Flourishing Teams	Uspire Executive Team	13:00 - 16:00
22nd Jun	Think Tank	Accelerating the Digital Agenda	Colin Wright & Amanda Downs	14:00 - 16:30
27th July	Think Tank	Creating and nurturing High-Performing Teams	Colin Wright & Amanda Downs	14:00 - 16:30
14th Sep	Keynote Speaker	Creating Cultures to increase Customer Delight	Mark Robb	9:30 - 13:30
29th Sep	Think Tank	Leading a Sales Growth Strategy	Colin Wright & Amanda Downs	14:00 - 16:30
13th Oct	Symposium	From Jobs for Life to Bespoke Career	Uspire Executive Team	09:30 - 16:00
26th Oct	Keynote Speaker	The Dream Team – when Generations work well Together	Henry Rose Lee	09:30 - 13:30
16th Nov	Think Tank	Time Management Strategies that Work	Colin Wright & Amanda Downs	14:00 - 16:30
17th Dec	Think Tank	Performance Management to Strengthen your Business	Colin Wright & Amanda Downs	14:00 - 16:30

Member Event Programme - 2022

Date	Event	Topic	Speaker	Timing
18th Jan	Keynote Speaker	Coaching for Performance	Lynn Leahy	9:30 - 13:30
1st Feb	Think Tank	Health and Wellbeing for Leaders	Colin Wright & Amanda Downs	14:00 - 16:30
22nd Feb	Keynote Speaker	Lighting the Fire Within	Carole Gaskell	9:30 - 13:30
8th Mar	Think Tank	Skills and Characteristics of Great Leaders	Colin Wright & Amanda Downs	14:00 - 16:30
5th Apr	Keynote Speaker	You are your own Media Company	Grant Leboff	9:30 - 13:30
10th May	Think Tank	What's next for Hybrid Working	Colin Wright & Amanda Downs	14:00 - 16:30
26th May	Symposium	Provocation and Debate	Uspire Executive Team	9:30 - 16:30
14th Jun	Think Tank	Building Enterprise Value	Colin Wright & Amanda Downs	14:00 - 16:30
5th July	Keynote Speaker	Decluttering a Leaders Agenda	Jeff Grout	09:30 - 13:30
9th Aug	Think Tank	Diversity & Inclusion revisited	Colin Wright & Amanda Downs	14:00 - 16:30
13th Sep	Keynote Speaker	Your Digital Footprint	Sue Hallam	09:30 - 13:30
11th Oct	Think Tank	Creating Effective Habits	Colin Wright & Amanda Downs	14:00 - 16:30
27th Oct	Symposium	Provocation and Debate	Uspire Executive Team	09:30 - 16:30
22nd Nov	Keynote Speaker	Focus on the Outcome	Mark Fritz	09:30 - 13:30
13th Dec	Think Tank	The Change Mindset	Colin Wright & Amanda Downs	14:00 - 16:30

Our network membership guarantees to improve both your awareness and effectiveness as a leader.

We commit to delivering stimulating experiences aligned to our values of provoke, energise, transform and inspire. We thrive on our positive testimonials, quality referrals and customer loyalty but most of all as a team we are lifelong learners who have a passion to 'make a difference'.

We recommend a full membership package but can design a bespoke programme to meet individual needs and budgets.

Please contact Jo Coleman to discuss membership options: joanne@TheUspireGroup.com