

# Network Membership



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

# About The Network

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The expectations of our business leaders right now is huge. The speed of transformation in the world around us places complex demands on the leader and their top team. In order to compete, we need to be informed, agile and perfectly aligned to develop future-facing strategy. Responsibility for operational success in this environment can be a very lonely place.

The Uspire Network surrounds you with a support infrastructure perfectly designed to provide the essential guidance, knowledge and peer-based interventions proven to help leaders sense check best practice and deliver on their expectations: producing a positive impact on the operating performance of your business.

The Network is a membership programme centred around small, consistent cohorts that offer peer-to-peer sounding boards. An experienced business leader chairs each cohort, delivering one-to-one coaching, alongside providing access to world-class speakers and guided learning.

## Benefits of The Network

With an estimated return on investment of 5:1, our members report they:

- are equipped to improve the growth and profitability of their organisation
- learn from the experiences, benchmarks and best practice of others
- benefit from different perspectives and access expertise different to their own
- evolve, learn and improve in a safe and confidential setting
- thrive from having dedicated time to work “on” vs “in” their business regularly
- develop lasting friendships and networks
- are able to consider and introduce new ways of doing things within their organisation
- receive honest advice and feedback from peers who have no conflict of interest



# Who is it for?

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## **Board-level Leaders**

*Get high-level commercial learnings in a confidential space*



## **Commercial Leaders**

*Accelerate your professional development and lead your team with gravitas*



## **SME Business Owners**

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



## **Emerging Talent**

*Enhance your career growth with dedicated coaching support and guidance*



# The Joining Process

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If you think you would benefit from the Network we will have an initial call with you to understand your current challenges and what you would like to get from the membership programme.

Once we have agreed it is the right fit, we place our members within cohorts according to where they are based and the size of their enterprises. This ensures you will be meeting with peers who run comparably sized enterprises and face similar challenges to you. We also avoid placing anyone in a group with a competitor.

Operating in a regionalised way, the Network is planned so that your cohort will be as local as possible to you. However some of our events are held on a national basis – varying between the north, the south or the Midlands. This allows us to bring our whole network together and give you access to some incredible world class speakers.

Our Network is professionally facilitated, which means that you will benefit from the Chair's industry experience as well as your Coach and the members in your cohort.

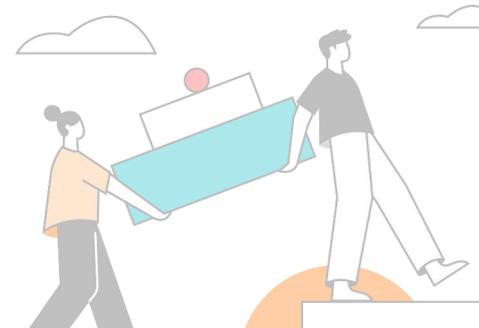
## Your Commitment

Being part of a successful cohort requires each member to offer up:

- openness to share your successes and failures
- commitment to the programme
- willingness to listen to others and a comfort to contribute
- a desire for personal and professional growth

## Apply for Membership

[Apply here](#) for membership of The Network



# What you get

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## Peer to Peer Meetings

*In-person cohort meetings sharing and solving selected business challenges.*

## 121 Coaching Sessions

*Confidential coaching sessions with one of our Uspire Executive coaches.*

## Keynote Speaker Sessions

*Leadership learning from World-Class expert speakers.*

## Think Tanks

*Provocative member sessions chaired by one of our Uspire Executive Coaches.*

## Uspire LIVE

*Highly energised in-person Leadership conferences held twice per year.*

## Member Needs You

*Available on request to share and solve live business challenges with fellow members.*

\***Uspire Discover** - all members get automatic access to a series of Discover webinars per year - webinars that give you the tools to improve personal performance

# What you get

P2P Meetings

121 Coaching

Keynotes

Think Tanks

Uspire LIVE

Member Needs  
You

## Peer to Peer Meetings

Held in-person every other month, the Board meetings are your opportunity to share your business challenges, offer up your experience to the benefit of others, and to shape the agenda for your cohorts chosen focus.

These meetings are the backbone of the membership. Inevitably there are similarities to the challenges that members are facing, and the diversity of specialism and verticals within the room provides a variety of perspectives and maturity of experience in each instance. Working as a group reduces the burden and time required to solve problems.

Our members report this collective approach and the consistency of input generates truly valuable relationships. We provide a digital environment so members can contact one another between sessions if they choose to.



Apply for [Network Membership here](#) and become the best leader you can.

# What you get

Board Meetings

121 Coaching

Keynotes

Think Tanks

Uspire LIVE

Member Needs  
You

## 121 Coaching

Peer to peer meetings are interspersed with one to one coaching with a Uspire Executive coach. We have a roster of talented coaches who bring relevant experience and methodology according to the specific needs of each member in order to help them achieve their business goals.

The focus of these sessions may be aligned to a singular objective you are focusing on for your business, and you may be looking to work through a pathway to delivery. Or the sessions may be more holistic and support you in a range of leadership or commercial skills which together will help the impact you create.

You will identify the areas to focus on with your coach, set goals and monitor progress as you go in these confidential and highly actionable sessions.



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# What you get

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121 Coaching

Keynotes

Think Tanks

Uspire LIVE

Member Needs  
You

## Keynote Speaker Sessions

Uspire has a black book of world-class speakers to draw upon. Generally centred around leadership learnings which are common across industry sectors, we bring in truly inspirational business experts.

These high energy sessions are mainly delivered in person on the same day as the Peer to Peer Meetings. This sets the tone for the day and creates an aspirational atmosphere.

We set topics a few months in advance although we love it when our cohorts get involved in the planning through identifying areas they would like covered.

Subjects for 2024 include Team Balance and Resilience, Next Generation Planning and Customer Retention.



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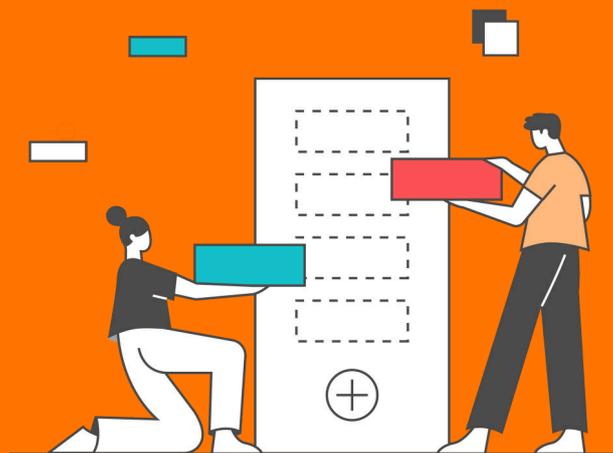
Member Needs  
You

## Think Tanks

Think Tanks are a more discursive session, generally led by Uspire's own Chairs. The Chair determines the agenda based on economic, market, leadership or policy themes being observed at large.

They provide thought leadership content in advance and, during a virtual session, we encourage members to debate and apply these topical subjects to their leadership challenges and businesses.

Similarly to the keynote speaker sessions, members can request stimulus on a variety of subjects from strategic-thinking to diversity and inclusion to AI.



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# What you get

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Member Needs  
You

## Uspire LIVE

Twice a year we open up the doors to a day long in-person event. The format is a mix of key note speakers, workshops and interactive discussion, often with performance art thrown in for good measure. It is a truly energising day which is always well attended, thought provoking and highly valued, with 89% of delegates giving it a 5-star rating.

Not only is the day a chance to focus on topics that accelerate business performance, but it is another welcome opportunity to network with the Uspire team, customers, partners and members. And you're always invited to join us for a drink after business is done for the day!



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# What you get

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Member Needs  
You

## Member Needs You

Available on request and booked in advance, this 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.



Apply for [Network Membership here](#) and become the best leader you can.

# What our Members say

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“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**

# Member's Story

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## Richard Thorpe, FE Fundinfo

Richard is the the Director of IT at FE Fundinfo, the UK's leading investment ratings and research agency, so, as the department lead, he undoubtably needs to influence at board level.

Richard found this challenging. Richard's brain was usually so far ahead solving problems, that he forgot to look up and take people with him. He was so fascinated by the problem that he didn't naturally communicate the solution. And as Tech leaders need to reach out into the wider business and engage their board colleagues, this was a particular problem for Richard.



This is a common challenge uncovered by The Network – department heads, functional leads, small business owners ... anyone in a position of authority and trust who is expected to deliver strong leadership and represent the department, having no supporting crutch to help them or talk things through.

It can be awfully lonely at the top.

Richard is a highly capable technical professional, but his voice was lost outside his department. He needed guidance, coaching and a little bit of newly inspired confidence. This was our brief from Emma Hanny, the HR lead at FE fundinfo, who wanted to upskill Richard and take him on a journey to find his voice and raise the profile of IT within the business. Uspire instantly knew that The Network was the correct vehicle for Richard.

It was the social nature of The Network that really convinced Emma. The interactions and energy that comes from the *Network Board Meetings* forge new learning pathways that very quickly produce exciting results. And never was this demonstrated more clearly than when Richard started with The Network.

Richard's style was alienating his key stakeholders. He didn't focus on communicating the business value of his departments actions; whilst any communication that was produced didn't speak clearly to the business, invariably too technical and jargon rich

It was therefore the job of The Network to work with Richard and unlock his inner commercial-being.

And this is when Richard's transformation began. Richard began to understand the value of simple, clear communications. He started to think like a commercial-being rather than a Tech pro. He realised the importance of distilling the needs and complexities of the department and putting it into plain speak.

Richard appreciated the feedback and contributions from his fellow members which, in keeping with the principles of The Network, was delivered and received in a non-threatening manner. He took huge value from their supportive and constructive input, and was able to speak openly about his challenges without the fear of stigma or judgement.

The transformation of Richard did not go unnoticed. Emma was literally stunned by his change. She speaks of him becoming a different human being. One who is freshly energised, engaging and has risen to the challenge as he seeks out learnings from other departments and looks at opportunities for growth through the application of IT.

Richard's journey has only just started and through the support he is receiving his fellow members and his sponsor Emma, it is no longer lonely at the top.



# Uspire Speaker Partners

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## 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 specialises 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.



## Marcus Child

Marcus' thoroughly uplifting conversations with his audience stirs resourcefulness in individuals.



## Henry Rose Lee

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



## Mark Fritz

An international specialist on leadership, Mark acts as a speaker, mentor, coach and professor. He has spoken on leadership in over 50 countries.



## Grant Leboff

Grant is a leading Sales & Marketing expert whose main focus is to address the massive changes that are taking place in a tech-driven world.



## Emma Stroud

Emma has an eclectic work background which she uses to help talented people enhance the "how" that will deliver their "what"



# Uspire Executive Coaches

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**Mark Francis**  
*Infectious Enthusiast*

## **FMCG, Sport & Petrochemicals**

An FMCG salesman with 27 years commercial experience, Mark's final corporate role was VO 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 to training design and delivery.

*"act boldly and unforeseen powers will come to your aid"*



**Amanda Downs**  
*Motivating Inspirer*

## **FMCG, Food & Drink**

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 to deliver focused commercial coaching.

*"make solutions commercially sound"*



**Colin Wright**  
*Commercial Heavyweight*

## **Telecoms, FMCG, SME**

Colin is former MD of Vodafone, Caudwell Group, Greencore and Hazelwood Foods. He is a prolific investor and business angel with several successful exits. He combines his corporate experience with his passion for entrepreneurship.

*"think strategically, act with agility"*



# Uspire Executive Coaches

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**Jonathan Brough "JB"**  
*Completer Finisher*

## **FMCG, Pharma, Industrial**

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.

*"fit for purpose"*



**Chester Robinson**  
*Logical Creative*

## **Tech, Entertainment, FMCG**

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.

*"if it were your money would you spend it?"*



**Pippa Dunford**  
*Commercially Astute*

## **Retail, FMCG, Digital**

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

*"achieve the right balance, deliver outstanding results"*



# Member Event Programme '24

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
<b>Coaching</b>	121 & Executive Coaching											
<b>Peer to Peer Meeting</b>		27th 9am-4pm London			14th 9am-4pm TBC				3rd 9am-4pm London		12th 9am-4pm London	
<b>Keynote Speaker</b>	Engagement Cube	Personal Power 27th			Values based leadership 14th						Customer retention 12th	
<b>Think Tank</b>						11th 12-1.30pm Online			3rd 9am-4pm London			
<b>Uspire LIVE</b>				Business landscape - AI 24th						Leading with purpose 4th		
<b>Member Needs U</b>	available on request											
<b>Bonus Discover Webinars</b>	Motivational Leadership	Agility and Leading Change	Resilient Leadership	Impactful Presenting Online	← Creating a clear vision & goal setting	← Creating a compelling sales story	← Honing sales skills	←	← Presentation mastery	← Creating a high- performing team	← Colourful Leadership	←

\*Uspire reserve the right to amend the schedule

# Network Rate Card

Board-Level/Commercial Leaders		
	Peer to Peer Meetings	x4
	Executive Coaching	x6
	Keynote Speaker Sessions	x4
	Think Tanks (Virtual)	x2
	Uspire LIVE	x2
	Member needs you	On request
Access to numerous Uspire Discover webinars - see schedule		
Total Price P.M. £780		Total Price P.A. £9,350
Annual Agreement (prices exclude vat)		

SME Business Owners		
	Peer to Peer Meetings	x4
	Keynote Speaker Sessions	x4
	Think Tanks (Virtual)	x2
	Uspire LIVE	x2
	Member needs you	On request
	Executive Coaching	Optional Cost
Access to numerous Uspire Discover webinars - see schedule		
Total Price P.M. £470		Total Price P.A. £5,650
Annual Agreement (prices exclude vat)		

Emerging Talent		
	121 Coaching	x6
	Keynote Speaker Sessions	x2
	Think Tanks (Virtual)	x2
	Uspire LIVE	x2
Access to numerous Uspire Discover webinars - see schedule		
Total Price P.M. £456		Total Price P.A. £5,475
6 Month Agreement (prices exclude vat)		