



Unlock team capabilities to ignite and elevate success.

Teams today are mired in unnecessary meetings, ineffective collaboration, and time invested in activities that don't lead to valuable outcomes.

Our transformative team methodologies, which are proven and tested over 20 years, accelerate and elevate team results.

FERRAZZI GREENLIGHT

TRANSFORMING TEAMS TO TRANSFORM THE WORLD

Why Team Ignition?

Hurdles for business success have been radically raised.

The competitive terrain has become rockier.

Leaders need to **step away from traditional hub and spoke** management.

Teams need to **seriously level up** and **work together** to create exponential leaps forward.

Teams must be **bolder and operate with less silos**.

Mindsets, processes, and practices must shift beyond 10% improvement to 10X outcomes.

Team Ignition Promises

Team Ignition is a radically new immersive workshop series to awaken your teams to work effortlessly together:

- ✓ Reduce the number of meetings by more than 33%
- ✓ Redefine and optimize meeting real estate
- ✓ Increase candor and collaboration in team meetings by over 50%+
- ✓ Accelerate and elevate outcomes

“Organizations fail to focus on team competencies in times of success, and then can't rely on the value they bring in times of trouble. Covid-19 showed us that we make it harder to be successful when the need arises if we haven't adequately ignited the power of the team. All leaders and managers must be proactive in understanding and optimizing their teams to make the most of the interdependencies that exist within and between their teams. The latent value is there – we simply need to ignite it.”

Rob Whitfield, CEO, Ferrazzi Greenlight

Teams Currently Fail To Harness Their True Power

20%

Create significant tangible value from interdependencies

21%

Are willing to directly challenge one another

7%

Cross the finish line together

15%

Feel responsible to lift each others' energy

22%

Provide peer-to-peer coaching on their teammate's hard skills and competencies

14%

Actively hold each other accountable

Source: Data Assessments from Ferrazzi Greenlight 2000-2021

Statistically Validated and Proven Success Across the Globe

When we work with your teams they will build:

**Team
Foresight**

**Team
Agility**

**Team
Collaboration
and Inclusion**

**Team
Resilience**

Your Leaders and their teams will:

- ✓ Awaken and commit to working in entirely new ways based on Co-Elevation®
- ✓ Reengineer team meetings for more effective teaming and collaboration
- ✓ Plan to reduce meetings by 33-50% while accelerating outcomes
- ✓ Build team resilience and more productive and more joyful ways of working

With our support, your teams can expect:

5.6X

Increase in challenging one another, even when it is risky to do so

3.1X

More trusting and supportive relationships to enable greater outcomes

2.6X

Increase in individual and team-based accountability

"Ferrazzi Greenlight has a clear methodology based on both experience and science and brings it together in an engaging manner where the team feels the need to change and puts the model into action to accelerate results."

Mike Clementi, EVP, Unilever

Team Ignition is based on 20 years of research

In as little as a 90-minute session, we reboot manager and leader capabilities and empower your teams to immediately accelerate and elevate results.

We introduce the ultimate toolkit built on a foundation of deep knowledge and high-return practices that can be applied immediately.

Your managers and leaders will serve each other with greater transparency, intentionality, and authenticity. This human-centric approach to teaming delivers more evolved team capabilities and the team achieves more, and faster.

Why is Team Ignition critical to your success?



Create a clear path for the integration of new team members



Increase openness to tap into the expertise of individual team members



Develop bold, inspiring, energy-creating visions for teams and the organization



Engage with teams at all levels of the organization, in service of helping customers

“ *Aside from Ferrazzi Greenlight's reputation and track record of success at many other organizations I most appreciated their recognition that strategy does not materialize into outcomes until the behaviors of people change. And as Ferrazzi points out, in a radically interdependent world, the relational and collaborative behaviors are critical to transformation.*

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Jim Yong Kim, President, World Bank Group

The methodology for leaders to leapfrog 3-5 years

CO-ELEVATION®

Building teams that won't let each other fail

VIRTUAL & BLENDED LEADERS:

- Combine virtual platforms and behavior change to empower the team and maximize outcomes
- Remotely negotiate performance-based outcomes
- Elevate energy in a remote team
- Leverage virtual as an advantage, not an excuse
- Build a resilient team that will win together
- Own and celebrate each others' success
- Empower team members to care for each other

RADICALLY ADAPTABLE™ LEADERS:

- Free their team from limiting beliefs
- Increase time and create thinking space by having the team ideate and problem solve effectively
- Reset role expectations assuring collective success
- Introduce new tools and practices for the team to awaken, experience, then apply
- Manage with sustainable rituals for a more productive team future

COLLABORATIVE LEADERS:

- Instill high-return practices to shift the nature of the team dynamic to 'we win together'
- Re-define how meeting real estate is used
- Empower the team to become peer coaches, who will solve problems together and share solutions

COMMUNITY-BUILDING LEADERS:

- Build a coalition around a specific north star
- Invite people to join the movement of change or growth that will accelerate your organization's success
- Embed high-return practices for sustainable change so the team wins quickly and easily

AGILE LEADERS:

- Introduce and negotiate effective bi-weekly agile sprints
- Re-define performance-based outcomes, ownership, and collective success
- Reboot expectations and behaviors to measure success
- Pivot on a dime while bringing their team along

RESILIENT LEADERS:

- Shift the ownership of energy from leader to team
- Boost energy and resilience in a heartbeat
- Increase foresight to reduce time-sucking issues

LEADING WITHOUT AUTHORITY:

- Create a culture that will revolutionize the way you work forever
- Empower everyone at all levels to take charge
- Set goals and Team Out to achieve missions at pace

DIVERSITY, ENGAGEMENT, AND INCLUSION LEADERS:

- Develop a shared sense of ownership over organizational outcomes
- Capitalize on the team's interdependencies and foster the emergence of candor
- Share insights to develop inclusion priorities
- Empower the team to become engagement and inclusivity champions in all environments

