

# Inspire.

## Experienced leader training: Purpose, trust, growth and connection

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What do inspirational leaders do? When asked around the world, regardless of generation, background or culture, people invariably respond with the same list of actions. Inspirational leaders listen, build trust, grow people and form lasting connections with the people in their span of care. The result of great leadership? Inspired team members who lean in, are authentically dedicated, deeply accountable to their commitments and fully responsible to help others. In fact, inspiration is 27% more predictive of performance than engagement.

The first step to becoming a more inspirational leader is not learning a new set of skills or behaviors but rather learning what inspires and motivates you. While each of us has different and distinct values, identifying what drives us to be more intentional in how we think, act, communicate and make decisions. This class will move inspiration from an intangible leadership buzzword to a practical application we've seen work within teams across all industries, from airline companies to financial advisor firms.

In this 2-day experience, participants will:

- Be able to articulate individual value sets to increase authenticity and understanding
- Build trust to develop high-performing and resilient teams
- Use the skill of listening to value people and enhance relationships
- Coach others to increase problem-solving capacity within the organization
- Learn recognition and celebration practices to encourage behaviors you want to see more of in your organizations

Inspire is taught at the world's largest airline, a top-tier professional sports team, a leading private retailer, a major oil company and the world's largest wine producer. Over 95% of participants recommend Inspire and find the content and tools highly applicable for the work in their organization.

## We believe that where we work can be the most powerful force for good in our societies today.

In order to bring that world to life, the Barry-Wehmiller Leadership Institute (BWLI) partners with organizations to deliver customized training and events, assessments, consulting services - and everything in between. We build on and transfer the learnings of our parent company, Barry-Wehmiller, to yours. Barry-Wehmiller is a private company that was started in 1885. Today the organization is comprised of over 100 acquisitions and 12,000 team members around the world in manufacturing, engineering and IT consulting, and professional services. We design and build the machines that make most of the products you use every day. And we've been very successful at it. Since our first acquisition in 1987, Barry-Wehmiller's annual revenue has increased 18%. As a result of the attention from external organizations on how we build and develop culture for business and people success, and based on our overriding purpose of "measuring success by the way we touch the lives of people," we formed BWLI.

With head offices in St. Louis and Cape Town, BWLI is working around the world with public and private companies, large and small, in union and non-union environments. Our methodology and content is straightforward, respectful and usable for leaders at all levels in an organization. Our clients and work include senior leader training for the world's largest airline; purpose and engagement efforts for a top-tier NFL team; multilevel leadership, emotional intelligence and candor assessment efforts to a leading private retailer; focused listening sessions and organizational health assessment on one of the nation's largest construction projects (\$6B) for a major oil company; and senior sales leadership team-building for the world's largest wine producer.

Here are some resources to use in your organization and get to know us better:

- [TED Talk](#) by Barry-Wehmiller CEO, Bob Chapman
- [Short animation](#) on Truly Human Leadership
- [The Truly Human Leadership blog](#)
- [Everybody Matters podcast](#) showcasing great leadership worldwide
- [Everybody Matters documentary](#) featuring Raj Sisodia and Simon Sinek

