#GirlsClub

Thought Leader Program Overview

What Is #GirlsClub?

Our Mission

#GirlsClub is committed to changing the face of sales by empowering more women to earn roles in leadership - helping reverse the zero-growth trend of women leaders in sales. We make a difference by training women to earn management positions, building their self-confidence and providing a support community of peers, mentors, and role models. Our six-month exclusive certification program includes:

- Tactical sales management job training
- 1:1 female & male mentors
- Confidence-building curriculum
- Opportunities to grab the spotlight
- A community that empowers risk taking

Our Values

We value inclusion, education, hard work, and spirit.
We believe in the power of role models and integrity as passionately
as we do authenticity and imperfection.
We are initiative-takers, people-developers and esteem-builders. We hold true that opportunity is abundant, and a community of support and encouragement will shine a light into corners where scarcity may still exist. We celebrate trail blazers, risk takers, working moms, and every single woman in the World who listened to her little voice that said, “More” and then went and then raised her hand to get it.

Our Vision

#GirlsClub is synonymous with extraordinary talent, inclusion, and leaders – both women and men who give back. Our members never feel alone, and our graduates feel unstoppable. We have impacted millions by inspiring risks, building confidence, educating, and including. The #GirlsClub logo helps men and women make decisions about who to hire, where to work, and what partners are preferred. Together we are stronger.

We must do more to empower and connect women in sales careers and #GirlsClub focuses on that exactly.

I'm ecstatic that #GirlsClub is here to provide guidance and help young women navigate the challenges as they pursue the upside in their sales careers.

#GirlsClub is an invaluable resource for women at any level of their career.

CASSIE FIELDS
Fieldedge, Mentor

Our Story

After spending 20+ years in technical sales leadership, #GirlsClub founder Lauren Bailey knew firsthand the struggle of being the only female sales leader.

Tired of talking about the lack of women in leadership, she committed to take action and fix it.

She started with her Factor 8 Management training, and then layered in critical confidence building work, mentors, role models, and more. #GirlsClub (originally named "Bad-Ass Women of Sales") quickly went viral.

Companies supported the initiative, leaders bought seats for women on their teams, Men signed up to mentor.

Today we have several thousand in our community and hundreds of certified graduates. We proudly boast an over 70% promotion rate of Rep-level graduates (and that's just within the 6-month program!).

Our Community

PROTÉGÉS

Current or aspiring sales managers enrolled in the exclusive #GirlsClub training program

MENTORS

Men and women working 1:1 with Protégés during the training program. Mentors have 5+ years of Leadership experience.

ADVOCATES

Protégé's internal support system during the cohort program helping develop & apply new skills on the job (typically their direct manager)

ALLIES

An army of men who have joined the community by nominating, mentoring, and sponsoring women

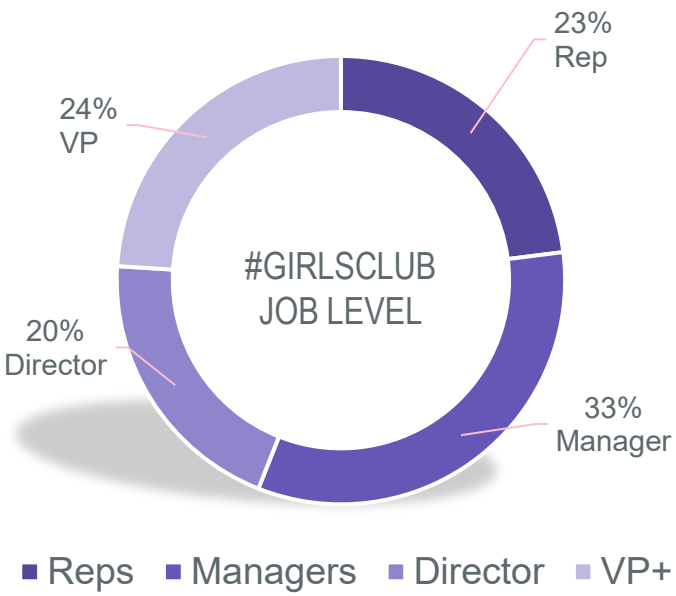
THOUGHT LEADERS

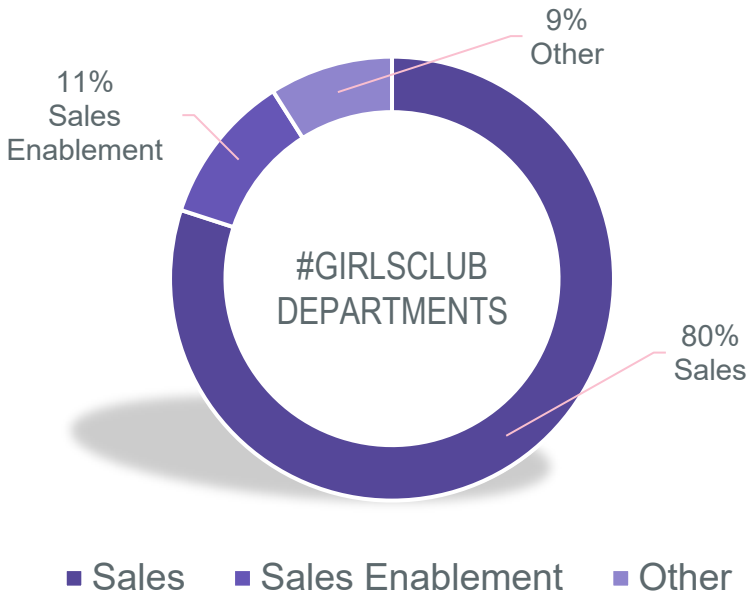
High-level women giving their time and voice as #GirlsClub role models

COMMUNITY MEMBERS

Thousands of subscribers consuming regular content & supporting the cause

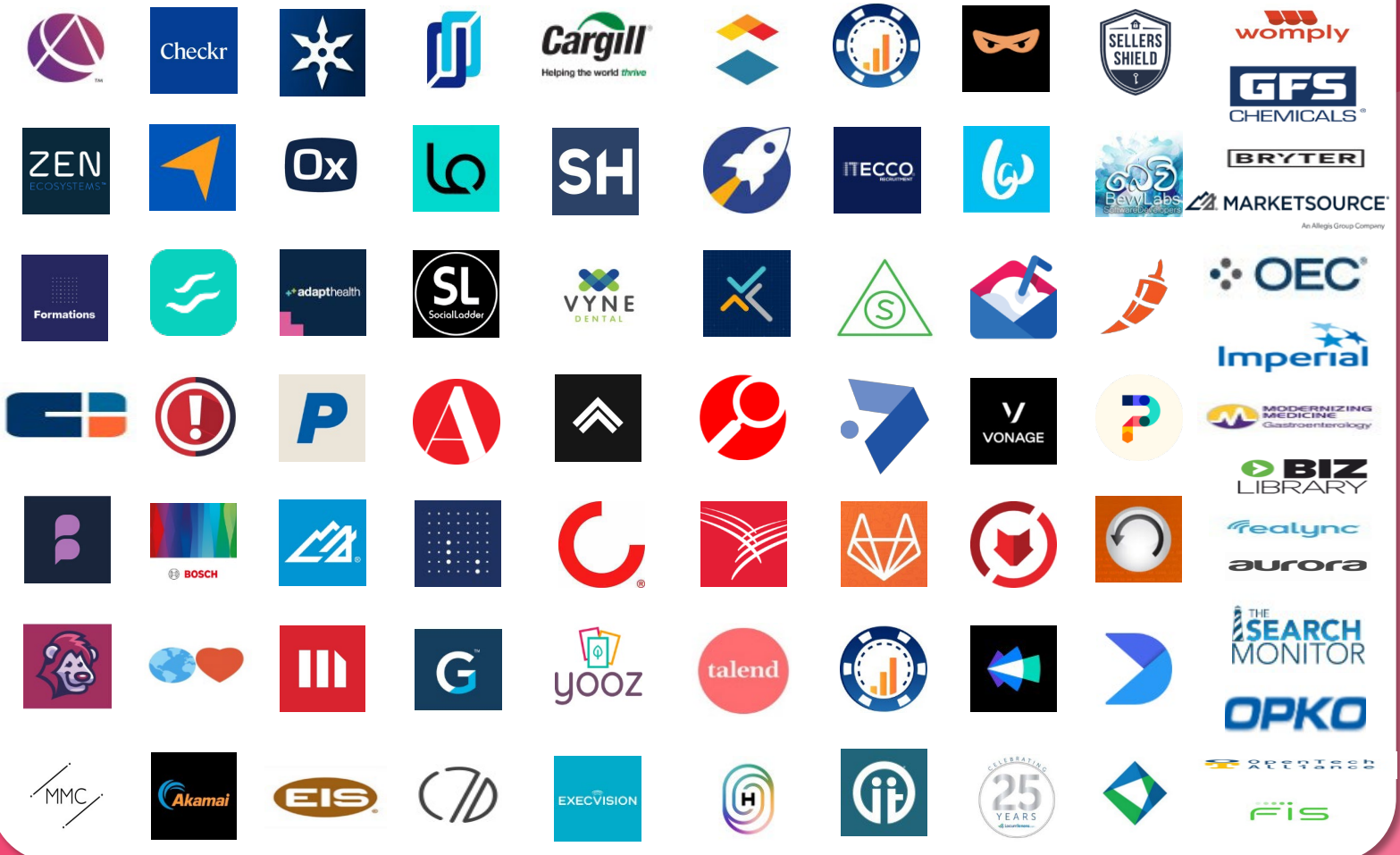
Get To Know The Women In #GirlsClub





www.wearegirlsclub.com

We've had over 1400 active participants from 700+ companies in 750 cities and 23 countries.



Empowering Women Every Day.

I Love #GirlsClub Because…

Miriah Barry, Protégé

#GirlsClub for life! By far the most valuable program I've ever experienced. This network fully supports sales leaders—long after the Protégé program is over—to reach out to other leaders for help and self-improvement!

Emmy Johnson, Mentor

I love being a part of #GirlsClub for so many reasons but most importantly I love meeting and working with so many other strong female leaders as well as up and coming women in sales.

Richie Narain, Advocate

#GirlsClub is one of the best organizations out there right now. I have seen first-hand how it has helped people advance and grow within the company. That is why I continue to support such a great organization.

Being A #GirlsClub Thought Leader

Thought Leaders are critical to our success! To get more women in sales leadership, we need more role models. Real women with real stories, families, successes, failures. Women willing to be authentic more than polished, vulnerable more than followed. Women like you. To participate, you can spend as little as 1 hour / year. You decide how:

- Contributing to the #GirlsClub blog with content on leadership, women in sales, leadership, risk taking, failure, or authenticity
- Sending already-completed and aligned content such as E-Books, podcasts, or blogs
- Participating as a panelist on public webinars with 500+ participants
- Speaking at the RiseUp Finale Conference
- Recording a RiseUp on Record video confessional of a risk, failure, or challenge
- Participating in a Wine Down Wednesday interview and Q & A session
- Hosting a live webinar on an area of your expertise with our cohort

We encourage Thought Leaders to participate in #GirlsClub Leader Networks – pods made up of several Thought Leaders, Mentors, & Advocates meeting roughly every six weeks to develop each other, lend advice and act as a mentor / peer community.

We count on our Thought Leaders to introduce #GirlsClub to potential sponsors, mentors, and participants and to use their voice and reach through LinkedIn posts, tweets, and emails to their network + commenting on #GirlsClub posts. Where appropriate, we ask Thought Leaders to nominate future protégés and mentors to the training program.

#GIRLSCLUB

A Few of Our Thought Leaders

Alicia Berruti
National Speaker

Jen Hope
Executive Coach

MeShell Baker
Keynote Speaker

Dr. Nadia Brown
Director, Global Sales

Heather Monahan
TedX Speaker

Amy Volas
Founder & CEO

Shari Levitin
Sales Leader & CEO

Lori Richardson
President

#GIRLSCLUB

Sponsors & Partners

FACTOR 8
Sales Training Designed By Sales Leaders

Criteria

Policygenius

BombBomb™ docebo® sisu AMBITION

MARKETSOURCE An Allegis Group Company ascentcloud Outreach KnowBe4 Human error. Conquered. Sendoso

FIREMON kandji

WOMEN salespros PW HAAS ALERT