



#GirlsClub boasts
70+ percent
promotion rate for
aspiring
managers!

#GirlsClub

Thought Leader 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 men and women leaders 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.

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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 woman at any level of her 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 over 100 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

PROTEGES

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

ADVOCATES

Protege's supporters during the training program helping develop & apply new skills on the job

THOUGHT LEADERS

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

MENTORS

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

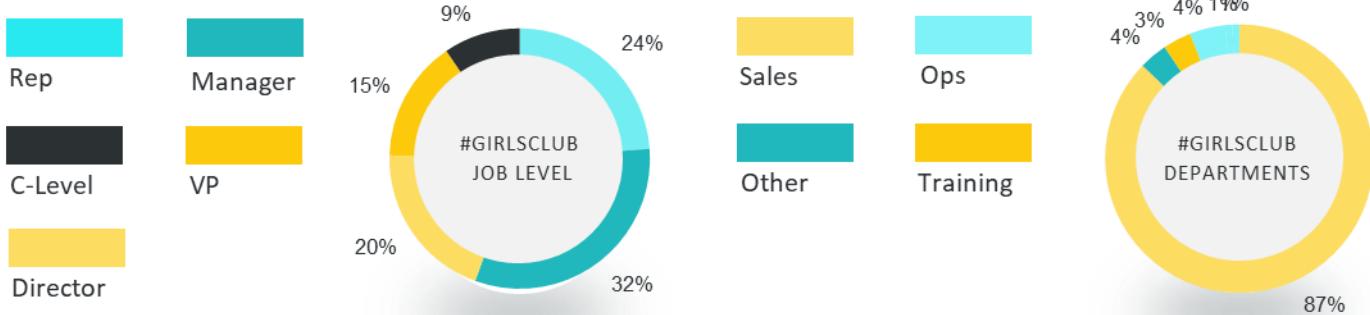
ALLIES

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

COMMUNITY MEMBERS

Thousands of subscribers consuming regular content & supporting the cause

Get To Know The Women In #GirlsClub





In 2020 we had over 200 active participants from 100 companies in 80 cities and 3 countries. The Summer Camp extension boasted 425 participants representing 18 countries!





Empowering Women Every Day.

Let's hear what they have to say. . .

I Love #GirlsClub Because...



Mariah Barry, Protege

#GirlsClub for life! By far the most valuable program I've ever experienced. This network fully supports sales leaders—long after the protege 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.



Chris Beall, Sponsor

#GirlsClub is an important movement and the right thing to do. Easy decision.



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.

#GIRLSCLUB

A Few of Our Thought Leaders



Judy Buchholz
General Manager



Jill Konrath
Owner



Amy Appleyard
VP Sales



Shari Levitan
Owner



Anna Baird
COO



Barbara Weaver
Smith
Founder & CEO



Regina Manfredi
VP



Lori Richardson
President

#GIRLSCLUB

Sponsors & Partners



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 Rise Up Finale Conference
- Recording a Rise Up on Record video confessional of a risk, failure, or challenge
- Participating in a Wine Down Wednesday interview and Q & A session

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.



RiseUp Finale Conference

June 17th & 18th, 2021!

Join us for two transformative and motivational days of inspirational and practical content at the stunning Omni Resort & Spa at Montelucia in Scottsdale, Arizona.

The #GirlsClub RiseUp Finale Summit is an event like no other. 20+ hours of career development, personal inspiration, confidence building, and building authentic connections. Combine this experience with networking happy hours, an elegant awards dinner, and one-one-one time with Mentors / Thought Leaders, all set against one of the most beautiful backdrops in the world, and you have an experience that you will not want to miss.

Early Bird Tickets are now available for \$444 (Standard Price - \$499). For more information and to register visit wearegirlsclub.com/riseup