

#GirlsClub

YOU KNOW WHERE YOU WANT TO GO.

WE'RE GOING TO GET YOU THERE.



FACTOR8
Your Inside Sales Advisor



[PROGRAM OVERVIEW]

OUR MISSION VISION AND VALUES

- MISSION** #GirlsClub is committed to changing the face of sales leadership Worldwide by empowering more women to earn roles in management by providing job training, role models, a spotlight and community.
- VISION** Someday soon every working woman will boast a #GirlsClub logo on their profile. Tens of thousands of members will sponsor new members spanning all sectors of business, education, and government. What started as “bad-ass women of sales” will galvanize women Worldwide to stand up, to reach for more, and to support each other in the process. Together we will take more risks, open more opportunities, and re-write stereotypes in business, in Hollywood, in developing Nations and in our schools. Together we can activate our collective voice, our vote, and our buying power. The storm is brewing. Women of the world are the lightning. #GirlsClub is the thunder.
- 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 plentiful 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 women in the World who listened to her little voice that said, “**More.**”

OUR STORY

#GirlsClub was founded by Lauren Bailey, Founder and President of sales training company Factor 8. Lauren has spent 2 decades in digital sales leadership and has seen first hand how men out-number women across nearly every industry. Inspired by conversations with her peers at the American Association of Inside Sales Professionals and Women Sales Pros, she made a small gesture toward change:

Factor8 would donate 1 free seat to their award-winning online sales management training program for an aspiring woman sales manager at companies attending the AA-ISP Conference.

#GirlsClub quickly went viral. With a single announcement and LinkedIn post, hundreds of men and women from beyond the conference (and beyond the US!) started identifying female talent and encouraging them to participate.

And then it grew some more. What if we didn't just provide skills? What if we built a community? We added:

- Hands-on skill practice & demonstration
- Feedback from peers and facilitators
- Live webinars
- 1:1 mentors
- Private access to inspiring thought leaders
- A face-to-face finale event

#GirlsClub Goes Viral:

In the first 2 weeks after offering the program, the #GirlsClub movement has received more than 30,000 Social Media views, 6000 video views, 1000 web form hits and nearly 200 sign ups.

We think we might be on to something. We hope you'll join us in changing the face of sales Worldwide.



[MENTOR OVERVIEW]

THE MENTOR'S ROLE & EXPECTATIONS

Mentors will act as role models, sounding boards and advisors to participants. They will participate in regular 1:1 calls every 4-6 weeks and offer participants, guidance and their own stories.

Mentors will gain access to all on-line curriculum, **sessions with thought leaders exclusive to mentors**, and attendance to the Rise Up Finale Summit Event.

Mentors will be provided with a best practices and FAQ guide for first-time mentors. Participants are expected to set all agendas and manage logistics of mentoring calls. Mentors are expected to:

- Show up on time to all calls
- Role model leadership behaviors
- Reschedule meetings with at least 1 day notice and no more than twice during the program
- Participate in all-hands and thought leader sessions
- Offer guidance and feedback on participant assignments
- Record their own learning and growth to share with the community

PERSONAL DEVELOPMENT – “RISE UP ON RECORD”

Although mentors will not be assigned front-line manager eLearning courses and assignments, they will be asked to give feedback on several of the participants' assignments, participate in discussions, weigh in on trending topics, and actively participate in sessions with third-level thought leaders and advisors.

Mentors will be asked to self-develop by setting goals, finding growth opportunities, asking for feedback, and sharing their own journey in a 5-15 minute video called “Rise-up on Record.” Videos are intended to role model vulnerability, authenticity, risk taking, and growth for participants while providing a challenging and rewarding experience for mentors.

MENTOR SELECTION & TIME COMMITMENT

#Girls Club will gladly accept men and women mentors with approximately 10 years of sales management experience and a commitment to meet all of the program role requirements. Sponsors may enroll up to 5 mentors in the program, all other organizations are limited to one free mentor.

Mentors will spend 1-3 hours / month on their own and their protégés development. About 50% of their time will be during work hours. The final workshop is up to 3 days out of the office in February or April/May 2019 (attendance is not required but encouraged).

COST

Our goal is that mentors will grow and benefit equally with participants as part of the #GirlsClub experience but have their costs covered by sponsors in trade for their generous time donation to participants.

Mentors electing to attend the Rise Up finale event will need to cover the cost of their travel + materials and catering (under \$500). Companies hoping to enroll multiple mentors will be asked to serve as a program sponsor and/or help cover additional administrative costs.

ACTION:

Sign up at info.factor8.com/girlsclub as a mentor. You will be contacted with application information.