**Influence & Impact**

**A 3 month group coaching programme for women leading fundraising teams**

**Is this for you?**

This programme is aimed at female fundraising leaders already operating at Head of Team or Director level who are looking to become brilliant at influencing senior stakeholders, would like to tackle self doubt for good and make even more impact at work. It is also suitable for high potential female managers.

**Influence & Impact Framework:**

**1. Work on your Inner Leader**

* Increase your self-awareness and emotional intelligence
* Learn to manage your reactions and respond rather than react
* Build your resilience
* Overcome imposter syndrome and self doubt
* Think like a leader – the mindset shifts to take your performance to the next level

**2. Increase your impact**

* Develop your personal impact through presence including using your body language and voice
* Techniques for having more authority and gravitas in challenging situations
* Powerful communication tools such as a model for delivering feedback to senior stakeholders
* Communicating to senior stakeholders with confidence and credibility
* Uncovering your own authentic and powerful leadership brand and style

**3. Advanced influencing skills**

* Tools and techniques to influence peers, your CEO and Trustees in a way that feels natural
* Speaking the language of CEOs and Trustees and understanding their perspective
* Handling objections and negotiating
* Creating a true partnership with your line manager
* Influencing without authority

**How is it delivered?**

The 3 month virtual programme includes:

- 6 x 90 minute group coaching calls delivered via Zoom

- Online training modules you can watch at a time that is convenient for you

- Bonus access to Leadership Skills Lab online leadership development programme (value £497)

All 6 group coaching sessions of this programme will run from 13:30 - 15:30 and will follow the below schedule:

Session 1 - 25 January 2021

Session 2 - 8 February 2021

Session 3 - 22 February 2021

Session 4 - 8 March 2021

Session 5 - 22 March 2021

Session 6 - 19 April 2021

**Fees:**

Individual Member £1197

Non-Individual Member £1397

**What previous participants have to say…**

*“I am grateful to come away with great resources, key reframing's of my working life and more confidence in tackling the challenges I encounter day to day.”*

*“I would absolutely encourage everybody to sign up and join the Influence and Impact course. I have found it has given me a really good opportunity to assess my behaviours and how they come across to my team, colleagues and senior managers which has helped a lot. It really has been a personal development journey, which I am so grateful to have taken.*

*I have also realised how important it is to set aside time for myself, even just taking an hour and a half during my working week to partake in a call teaches me new skills and behaviours and resets my mood. I have really enjoyed being part of a female only group, you feel safe and secure and it has been awesome to bounce ideas off each other, you feel really supported each other and by Carla.*

*The material covered in the course is brilliant, Carla is really good at explaining techniques. I have learnt a huge amount and have really relied on a lot of my learnings in the last few weeks of uncertainty.”*

*"I think one of the most valuable things about this course is that it's helped to me to recognise the leadership and talents I already have. It hasn't been trying to teach me a hundred new things that have felt like a strain to learn but it's released me in my own leadership brand, and the unique things that I bring to the table in a work (and beyond!) environment. It's about unlocking your potential and your superpowers, which I think is incredibly releasing and empowering."*

*"Carla's empathy, expertise, and wisdom in the Influence and Impact course was hugely valuable in thinking through personal and professional challenges. I am grateful to come away with great resources, key reframings of my working life and more confidence in tackling the challenges I encounter day to day. "*

*"Before starting this course I thought most leaders in the sector were more confident than me. Now I realise I am not alone and many talented, successful women struggle with the same feelings of Imposter Syndrome I do! Through this course I am learning how to become the leader I want to be and how to stop worrying and love my job!"*

**About your coach:**

Carla Miller has been coaching fundraising leaders for the past 12 years and is the author of “Leading Successful Fundraising Teams”. Her background includes leading fundraising teams at charities including Samaritans, Rainbow Trust Children’s Charity, School-Home Support before becoming CEO of Tiny Tickers and then Managing Director of Charity People.

She loves to help talented, coachable and driven women to achieve their career goals and step into leadership roles within their organisation and her coaching style is described as inspiring, warm and insightful.

***To book …***

https://ciof.org.uk/events-and-training/qualification/2020/influence-and-impact-for-women-in-leadership-(star