



## Execution: Building a Culture of Accountability and Performance

### Session Details

Faculty: John Lankford

Date: Thursday, August 13, 2020

Location: The Delta Hotel by Marriott  
515 Route 1 South, Iselin, NJ 08830

Sign In: 8:30 AM

Phone: (732) 634-3600

Session: 9:00 AM - 4:00 PM

### Session Description

Careers are formed by a reputation of delivering results. Delivering consistent results is a known keyingredient to getting promoted in business, yet we have researched why so many middle and seniorleaders do not understand the power of personal and organizational accountability. Teamperformance starts with individual manager accountability, but why do so many leaders fail to beaccountable role models?

### Biography

Four-time winner of the Business Advisor of the Year in North America, John D. Lankford is passionate about development, performance and results. An expert in executive coaching and developing leadership talent, his fun and lively approach motivates others to embrace development and innovative ideas. As a certified Executive Coach and 4 Time Business Coach of the Year, John loves to coach leaders on his proven coaching techniques. His impressive background is unique, boasting 23 years of corporate and 12 years of entrepreneurial experience. John has facilitated more than two dozen mergers and acquisitions, as well as launching three businesses and ultimately selling two.

John provides hands-on, triage support that produces measurable results in real-time. His process provides laser focus on the execution of the plan. Johns coaching and accountability teaches business leaders not to be distracted by bells, whistles, or fads. His leadership experience covers every level of management from front line supervisor to becoming the former CEO of the Innisbrook Leadership Institute. His leadership track record includes leadership positions at the Executive Education team at Ford Motor Company, Oakwood Healthcare, Comcast University and the St John Healthcare system.

Mr. Lankfords work in designing a company-wide system to develop the next generation of executives was recognized as the most comprehensive approach to coaching and developing leaders we have ever seen in corporate America by the Program Director at the Center for Creative Leadership. He has implemented executive education and leadership programs with GE, the University of Michigan Business School and the Center for Creative Leadership

He has earned a nationwide reputation for developing current and future leaders. John has been tapped as an expert business source by prominent media such as The New York Times, CBS, and dBusiness Magazine, in addition having written a syndicated business column.

### Time Allocation - Topics

#### 20% Performance Clarity

- Reduce your teams turnover- with timely coaching and feedback
- Linking your coaching and feedback to accomplishing your teams goals
- The role of coaching and feedback with your top-performers

#### 10% Mastering the Art and Science of Coaching and Feedback

- The impact on your coaching and feedback on your teams morale
- How to target your coaching and feedback for Millennials

#### 10% What Great Leaders Do Differently

- Providing custom coaching and feedback for each of your team members
- Few managers (10% ) have the total package

- Triple your chances of getting promoted

### **20% The Behaviors of Great Leaders**

- Linking coaching and feedback to your companys accountability system
- How to link coaching and feedback to staff members performance
- Connecting your coaching to managing up- to your manager

### **30% Aligning Your Personal Growth & Development to Your Career Goals**

- Learn strategic skills and steps to apply your coaching to Millennials
- Design your personal Individual plan in this workshop- to grow as a manager
- Target your performance coaching development- toward your next promotion

### **10% Reading the Correct Style of Coaching for Each Team Member**

- Linking coaching to delivering results for your team-delegation
- Reduce the amount of time you spend following up on assignments with staff

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