

FRACTIONAL LEADER ACCELERATOR COHORT

Experienced leaders are increasingly looking for new ways to apply their expertise, create meaningful work, and have greater control over their time and careers.

The Fractional Leader Accelerator Cohort is an interactive, practical learning experience designed to help experienced leaders build the foundation for a successful fractional leadership practice. Participants will explore how to define their fractional career model, position and package their expertise, establish the business infrastructure needed to operate effectively, develop relationships and opportunities, and create sustainable approaches to managing clients, capacity, and boundaries.

Through facilitated working sessions, practical tools, peer interaction, and application between sessions, participants will develop tangible plans they can use to move from exploring fractional leadership to building a practice designed around their experience, expertise, and goals. The cohort is specifically intended for leaders in transition, corporate leaders preparing for an exit, and early fractional practitioners.



Digital Badge:

XLC is proud to offer each participant a digital badge in Fractional Leadership Accelerator once participants have met the program completion criteria. Digital badges include a direct link to view program credentials and can be utilized by participants on social media and digital resumes



Program Objectives:

- Define a fractional leadership model aligned with personal career, schedule, income, and capacity goals
- Develop a clear value proposition and package leadership expertise into compelling service offerings
- Establish the foundational business systems and processes needed to operate a fractional practice
- Develop practical approaches to pricing, proposals, contracts, invoicing, and client engagement
- Build relationships, partnerships, and business-development strategies to generate opportunities
- Establish effective approaches to managing clients, capacity, and professional boundaries
- Develop a roadmap for delivering results and sustaining long-term growth as a fractional leader

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Audience:

Experienced leaders who are preparing for a career transition, considering a fractional leadership model, or beginning to establish a fractional practice.

Cost: \$2,500

Select Discounts Available
1.6 CEUs will be issued for
this program

Duration:

This program consists of eight two-hour sessions, delivered through a combination of online and in-person learning experiences. The cohort begins with an in-person launch and concludes with an in-person graduation celebration, with online sessions in between.

PROGRAM COMPONENTS:

Session 1: Fractional by Design

- Career, schedule, income, and capacity plan
- EOS TOPIC: EOS Model and the Six Key Components

Session 2: Positioning and Packaging Your Value

- Value proposition and service offering
- EOS TOPIC: V/TO: Core Focus and Marketing Strategy

Session 3: Setting Up Your Fractional Business

- Business setup, technology, invoicing, cash flow, and payment process
- EOS TOPIC: Scorecard and Measurables

Session 4: Revenue Operations for the Fractional Leader

- CRM, pricing strategy, proposals, contracts, and engagement framework
- EOS TOPIC: Process Component: Documenting Core Processes

Session 5: Navigating the Ecosystem

- Understanding ownership, strategic partnerships, and organizational health
- EOS TOPIC: Accountability Chart and People Analyzer

Session 6: Turning Relationships into Revenue — Embracing AI in the Fractional World

- Network activation, relationship development, and practical AI for fractional work
- EOS TOPIC: Issues List and IDS

Session 7: Managing Clients, Capacity, and Boundaries

- Weekly schedule and client-boundary plan
- EOS TOPIC: Rocks and the 90-Day World

Session 8: Delivering Results and Building What's Next

- Client roadmap and 12-month fractional plan
- EOS TOPIC: Level 10 Meeting and Quarterly Pulsing

