



leadership development program

Over 13 months and approximately 60 hours, candidates will work with a mentor and build relationships with their FLM peers, participate in self-directed and (virtual) classroom learning, complete a series of projects designed to ensure understanding of key concepts to increase performance and the bottom line, and enhance natural leadership abilities in positive and productive ways. Leadership is the art of executing a set of critical skills that encompasses influence, impact, and integrity.

Here is a snapshot of what candidates will gain individually and as a team:

Behavioral Insights: Using the TriMetrixEQ Assessment, candidates will have a clear understanding of their leadership style and tendencies, strengths, and weaknesses.

Distribution 401: Attend selected advanced UID workshops focused on driving net profit, understanding the cost of mistakes, managing inventory, and building margins. Develop a comprehensive understanding of key facets within the fluid power industry.

Facets of Leadership: Understand the difference between leadership and management; develop the skill sets to create productive teams and collaborative environments; understanding your method of communication to finesse win-win outcomes; improve verbal and written communication, hone your listening skills, and learn to read body language.

Mentoring and Coaching: Work with a mentor in the industry and participate in small group and one-on-one meetings with a professional career coach.

University of Innovative Distribution: Participate in this concentrated educational program focused on the unique needs of the wholesale distribution industry.

Launching during the 2022 Industry Summit, the FLM program is designed to develop and enhance the leadership skills of the next generation of professionals who will guide and lead FPDA, the industry, and their companies.

Time and Travel Commitment for the Candidate

About five hours a month to participate in a pre-scheduled program calendar; one week in March to attend UID; and three days to attend the Industry Summit over two consecutive years.

Program Cost

- Members contributing a volunteer mentor: \$4,500 per candidate
- Cost without contributing a mentor: \$5,000
- Company commitment to cover the cost of travel/hotel to and from in-person activities.

Program fee includes two consecutive registrations to the Industry Summit at the beginning and end of the program (\$1,800); one registration for UID (\$1,100); one-on-one coaching; access to the online learning management system; and virtual presentations and workshops.

Enrollment for the inaugural 2022–2023 class open through September 1, 2022.

Enrollment for the 2023–2024 class opens spring 2023.

Need more information? Email us at education@fpda.org.