



Future Leaders in Motion
Promotional Event

June 2024



Bill Haley,

FPDA President

Dir. of Bus. Dev., FORCE America, Inc.

Bill Haley earned his degree in electrical engineering from MSOE in 2000 and joined 100% employee-owned FORCE America, Inc. as a hardware engineer designing electronic controls. He is currently the Director of Business Development, performing market analyses, forecasting and assisting with corporate strategy.

FUTURE LEADERS IN MOTION

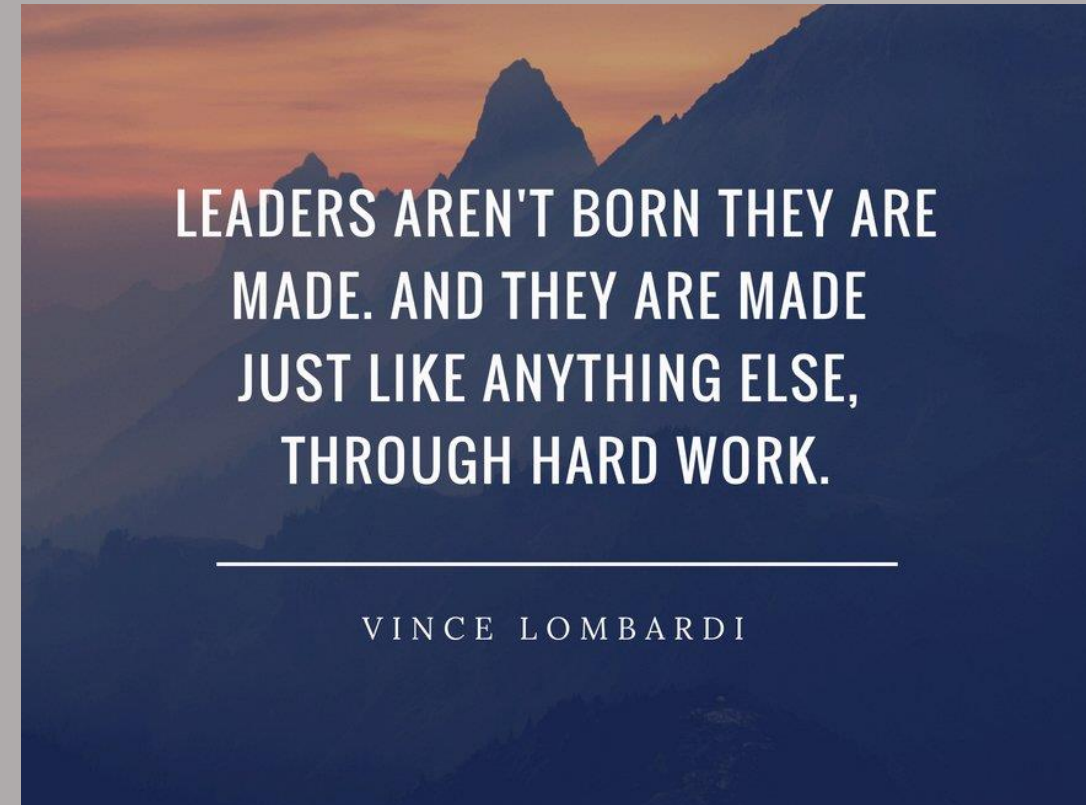


The FLM program is designed to develop and enhance the leadership skills of the next generation of professionals who will guide and lead their companies, the industry, and FPDA.

Who Should Enroll in FLM?

Mid-level Managers and Team Leaders in:

- Divisional GM/Branch Locations
- Shop and Warehouse/Inventory Control
- Applications/Engineering
- Outside Sales
- Inside Sales/Customer Service
- HR



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FUTURE LEADERS IN MOTION

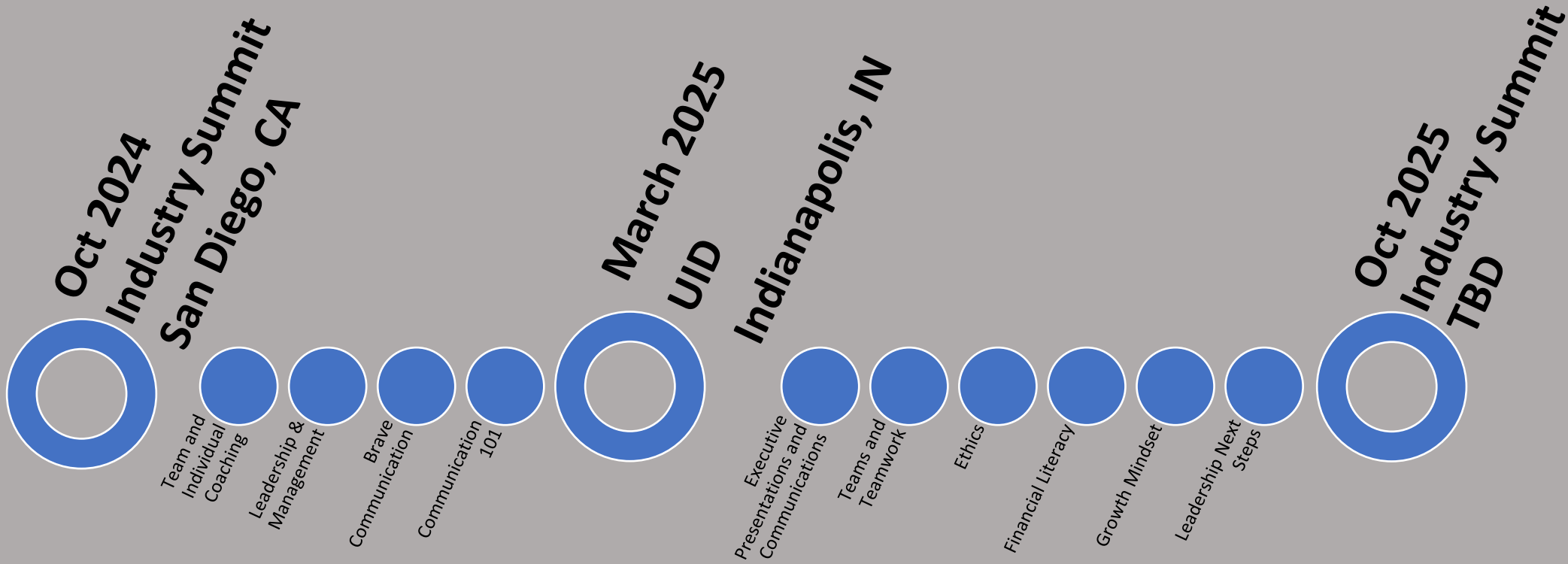


A Future Full of Opportunities

Over 13 months and approximately 60 hours, students will:

- Work with a Mentor and professional Coach
- Enhance natural leadership abilities
- Gain better understanding of fluid power industry
- Build relationships with their FLM peers

Program Timeline



Mentorship and Professional Coaching

Mentorship

- Each FLM student is assigned a Mentor
- Mentors provide career guidance and support
- Monthly or bi-weekly 30-minute meetings

Coaching

- Uses DISC assessment to identify leadership styles
- 1-on-1 sessions for focused improvement
- Team instruction

Leadership Topics

- Presenting to Executives
- Executive Communications
- Leadership vs. Management
- Business Ethics
- Psychological Safety
- Brave Communication
- Teams and Teamwork
- Financial Literacy

World-class curriculum focused on wholesale distribution

- Sales
- HR
- Accounting
- Operations
- Leadership

Courses by Day

Monday,
March 13, 2023

Tuesday,
March 14, 2023

Wednesday,
March 15, 2023

Thursday,
March 16, 2023

000. Work to a Different Beat: Own Your Mindset, Meaning, and Performance

Instructor: Justin Jones-Fosu (New to UID)

In this opening keynote, Justin will share an inside-out approach powered by practical research that empowers you and your people to bring their best selves to work every day.

001. Building an Exceptional Workplace Culture: 5 Essential Questions for Leaders

Instructor: Sean Glaze (New to UID)

In this workshop, Sean will equip you to be a more effective leader with the clarity and confidence of a proven, repeatable process you can follow to develop a high-performing culture. In 2021, Gallup reported that "70% of a team's engagement is influenced by managers."

002. Selling Through Tough Times

Instructor: Paul Reilly

In this workshop, you will learn how to sell effectively and build mental resilience during a downturn. Why is it that some sellers thrive during tough times yet others barely survive? What do they have—and what do they know—that keeps them on top?

003. Inflation & Expectation: An Economic Outlook for the Industrial Distribution Strategy Industry

Instructor: Roman Basi & Bart Basi (New to UID)

In this workshop Roman and Bart discuss the challenges in the industrial Distribution Strategy industry and the economic outlook of the industry. A myriad of economic nightmares including a global pandemic, supply issues, and labor shortages sparked the flame that led to a wildfire of growth in inflation.

004. Finding the Balance: People, Product and Profitability

Instructor: Jason Bader

This workshop is all about building a profitable operation. Managers of these locations need to understand how to lead their teams down the path of profitability. It starts with getting everyone on the same page so that the location can provide a superior customer service experience.

005. How to Digitally Transform for Beginners: Growing Revenue via Digital Channels of Paid, Owned & Earned 0-5%

Instructor: Ken Novak (New to UID)

Industry Summit X 2!!

- Inspirational Keynotes
- Industry Trends
- Best Practices
- Economic Data
- Networking



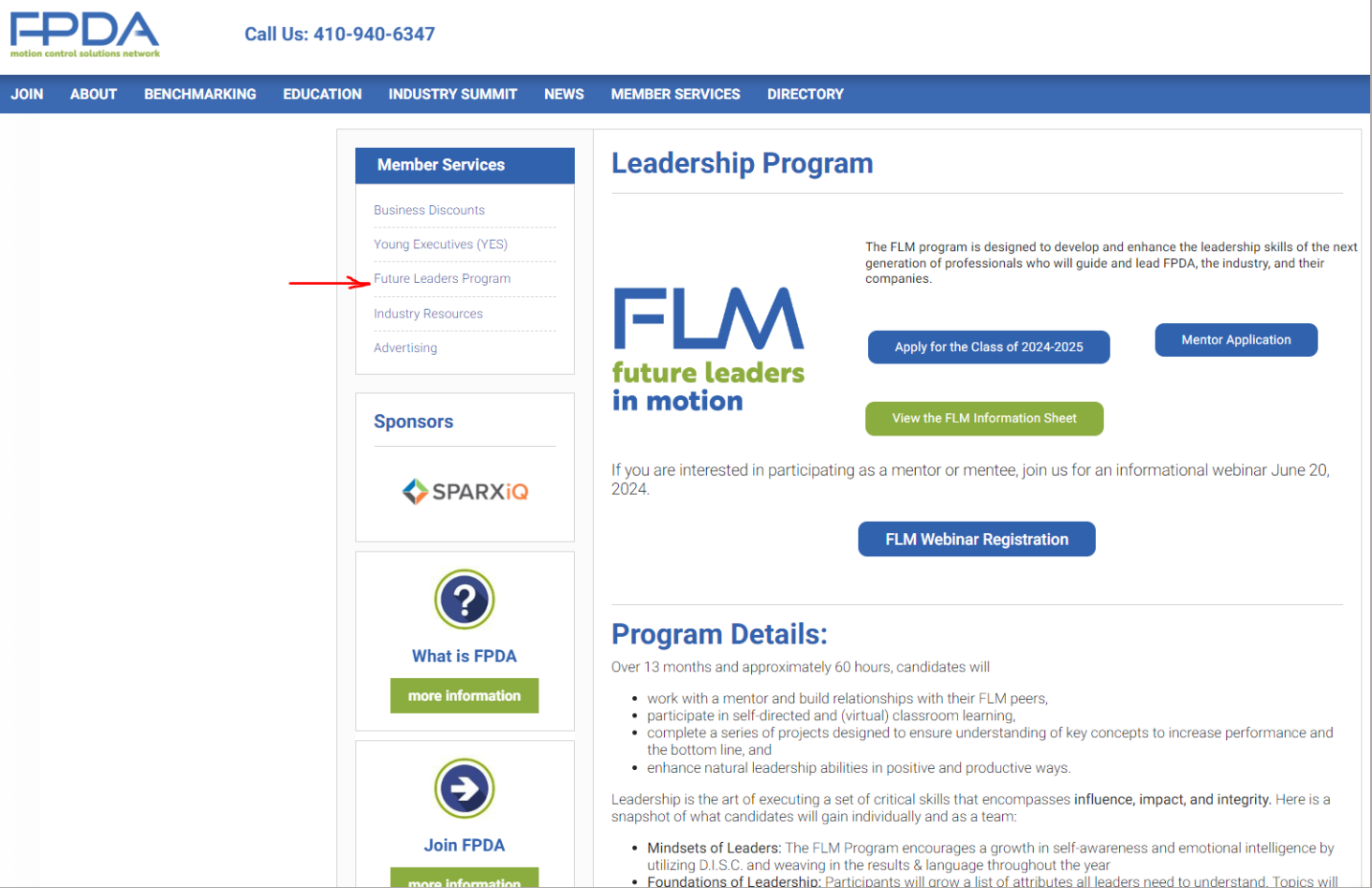
Capstone Project

- Networking Event – “Amazing Race” sponsored by FLM



Cost and Dates

- \$5400 per student (not incl. travel costs)
 - \$4900 if company provides a Mentor
- Registration Open NOW – Sept. 1st 2024



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Leadership Program

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.

FLM future leaders in motion

Apply for the Class of 2024-2025 Mentor Application

View the FLM Information Sheet

If you are interested in participating as a mentor or mentee, join us for an informational webinar June 20, 2024.

FLM Webinar Registration

Program Details:

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:

- **Mindsets of Leaders:** The FLM Program encourages a growth in self-awareness and emotional intelligence by utilizing D.I.S.C. and weaving in the results & language throughout the year
- **Foundations of Leadership:** Participants will grow a list of attributes all leaders need to understand. Topics will

For More Information



Contact Us:

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To Sponsor a FLM Class:

Contact Lori Mason

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Questions

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