

Introducing our 9-month leadership development program for women across all industries.

The Leadership Advantage: BLT is designed for women across all industries, who are ready to level up their skills, positions, and confidence. This nine month program will empower participants to elevate their leadership potential and make a lasting impact within themselves, organizations and industries.

The Leadership Advantage is designed to help experienced managers develop the skills to lead people and teams, communicate effectively, coach and counsel, solve problems, manage projects, as well as understanding the commercial real estate cycle from experts in their field.

This program features:

- Monthly interactive workshops (held on the second Wednesday of each month in person from 9:00 am – 4:00 pm)
- Individualized self-assessment results and executive coaching feedback
- Inter-session activities to reinforce learning and application
- A supportive network of industry professionals committed to growth and leadership
- Guest speakers each month who are experts in their field
- Powerful Business Jam Sessions

A business jam session is a confidential, collaborative forum where professionals share real-world challenges and gain actionable insights. Guided by a facilitator, attendees tackle issues like growth, marketing, operations, and team dynamics, working together on creative solutions. With respect, confidentiality, and balanced participation as core principles, participants leave with clear action steps to apply in their businesses.

"Liz's class provided me with valuable real-world experience for the industry and introduced me to a network of inspiring leaders and mentors."

FORMER LEADERSHIP
DEVELOPMENT PARTICIPANT

"Liz, is the quintessential professional. She navigates rooms with ease. She's personable. She's capable of responding to difficult questions and objections with class and as a subject matter expert. This course is worth the investment for anyone interested in professional development."

FORMER LEADERSHIP
DEVELOPMENT PARTICIPANT

Course Curriculum

MODULE 1: What Makes a Leader?

- Focus: Leadership
- Activities:
 - Leadership styles
 - Goal-setting exercise
 - Team building activities
 - Jam Session

MODULE 2: Leveraging Your Strengths

- Focus: Understanding and applying personal strengths
- Activities:
 - Gallup Strengths Finder Assessment
 - Delegation techniques
 - Maximizing team productivity
 - · Team building activities
 - Jam Session

MODULE 3: Personal and Professional Alignment

- Focus: Values-driven leadership and team building
- Activities:
 - Personal values discovery
 - Professionally overseeing and working in team environments
 - Vision and mission alignment
 - Team building activities
 - Jam Session

MODULE 4: Emotional Intelligence in Leadership

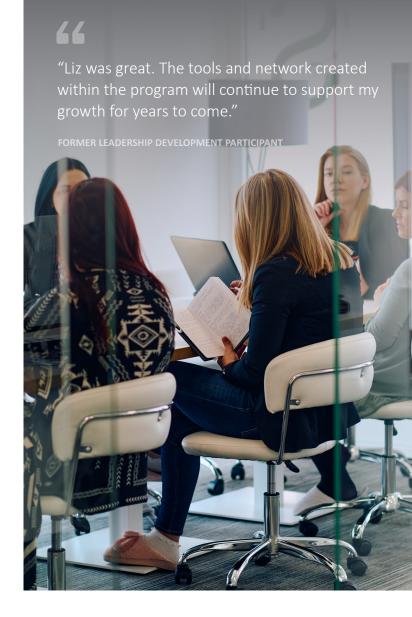
- Focus: Principles of emotional intelligence, unconscious bias and generational differences
- Activities:
 - Emotional intelligence assessment
 - Interactive case studies on bias mitigation and fostering inclusivity
 - Working with and managing different generations
 - Team building activities
 - Jam Sessions

MODULE 5: Harassment, Burnout and Mental Health

- Focus: Addressing mental health challenges and managing burnout
- Activities:
 - Mental health best practices for leaders
 - Management strategies on recognizing and addressing burnout
 - Team building activities
 - Jam Session

MODULE 6: Leadership Identity

- Focus: Effective leadership versus management strategies
- Activities:
 - Leadership effectiveness metrics
 - Leadership vs management
 - \circ Team building actives
 - Jam Session



MODULE 7: Leading Through Change and Crucial Conversations

- Focus: Conflict resolution and crisis management
- Activities:
 - Conflict resolution scenarios
 - Crisis management simulations
 - Team building activities
 - Jam Session

MODULE 8: Problem Solving and Decision Making

- Focus: Decision-making/problem solving frameworks and servant leadership
- Activities:
 - · Case studies on decision making and problem-solving
 - Servant leadership scenarios
 - · Team building activities
 - Jam Session

MODULE 9: Bringing It All Together

- Focus: Program Reflections
- Activities:
 - Final presentations & Wrap Up
 - Jam Session



T.I.P.S. – Trocchio's Tools to Improve Performance for Success

Learning Objectives

- Identify and prioritize career and personal goals
- Display effective leadership through communication and teamwork
- Gain knowledge for facilitating and conducting meetings
- Learn negotiation tactics
- Apply effective speaking skills for both informal and formal presentations
- Develop effective and efficient time management and delegation skills
- Networking and knowledge sharing with past participants
- Insights from industry leaders
- Site visits to deepen practical knowledge
- Regular presentations to develop public speaking skills
- Reflective discussions on program takeaways
- End-to-end project simulation
- Training and practice sessions

Investment

\$8,500 per participant; all materials are included in the fee.

Date and Location

Program begins *Wednesday, February 11, 2026*, and continues the 2nd Wednesday of every month through October 14, 2026.

The workshop will launch in its first month at our main office located at:

Venture X 5301 Alpha Road Dallas, TX 75240

This will provide a central and professional setting to launch our journey together. In the following months, sessions will rotate through different participants' offices, offering a unique opportunity to experience a variety of workplace vibes and cultures. This approach will not only enhance our understanding of diverse work environments but also inspire fresh perspectives and foster a deeper sense of connection and collaboration among participants.



About the Instructor

LIZ TROCCHIO SMITH

Founder & CEO, Certified Business Coach The Trocchio Advantage

The "Liz Factor" blends intuition, deep business experience, and personal success that enables clients to pull themselves out of their comfort zones, find their "aha" moments, and rise to the occasion to get to the next level. Clients trust Liz and say that just working with her makes them want to be better than they are today. Liz brings irresistible energy, an optimistic and encouraging style, and a devotion to creating synergistic relationships that deliver results.

With a successful and visible career in commercial real estate, Liz has been a top executive of such well respected companies as Cushman & Wakefield, the Woodmont Companies, and Hines. Her accomplishments have led to numerous awards and appointments to both internal and external Boards of Directors. Throughout her career she has coached and mentored high potential professionals who subsequently grew in their careers and established themselves as players in the industry, along with proven leaders continuing to help them grow in their positions of authority and power.

Liz holds an MBA from Southern Methodist University Cox School of Business and a BBA in Business and Marketing from Dallas Baptist University. Liz received her Mastery Coaching Certification from Harvard University, is a Gallup Certified Strengths Coach, an Associate Certified Coach (ACC) through the International Coach Federation, the leading global organization for coaches, a Certified Executive Business Coach through the Coach Training Alliance, and a licensed Texas real estate broker. Liz is co-author with 17 other commercial real estate women of the best-selling book titled Winning Ways in Commercial Real Estate. Liz is a sought after keynote speaker as well as a frequent guest speaker at conferences, workshops, and seminars.





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"Liz is amazing and I learned so many things that can be put into practice in both my personal and professional life. I will continue to utilize all the knowledge I gained from her throughout my career. Would highly recommend!!"

FORMER LEADERSHIP DEVELOPMENT PARTICIPANT

Are you ready to take the next step and elevate your career?

Register today for Leadership Advantage: BLT and gain the skills, strategies, and confidence to lead with impact. Don't miss this opportunity. Secure your spot today!

CLICK TO REGISTER

For more information:

214-908-9630 liz@trocchioadvantage.com trocchioadvantage.com

