



GREEN INDUSTRY **LEADERSHIP** INSTITUTE



Develop the Next Leader in Your Business

This unique program is grounded in leadership development best practices. It aims for students to:

- Take **OWNERSHIP** of their company's mission and bottom line.
- Have greater **CONFIDENCE** in decision-making.
- Identify and **FACILITATE SOLUTIONS** within their company.
- **DEVELOP A NETWORK** of peer advisors to engage with as they grow and advance in their career.

MORE INFO & APPLICATION FORM AT WWW.MNLA.BIZ/LEADERSHIP

LEARNING TO LEAD

This Minnesota Nursery & Landscape Association learning experience is designed to nurture leadership skills in your key staff, helping to create the next generation of leaders within MNLA member companies. The program incorporates highly interactive exercises, discussions, lecture-style learning, and project-based activities and sessions. Using these multiple learning methods increases takeaways for each person and creates a rich adult-learning environment. Plus, irreplaceable “from the trenches” experience comes from green industry subject matter experts. The Green Industry Leadership Institute prepares your employee to take a stronger and more confident leadership role in your company. The Institute will accept 16 applicants. These students will journey together for one year, meeting 10 times between February and December.

WHAT TO EXPECT:

1
ONE MEETING
PER MONTH
(except January and May)

10
TEN MEETING
COMMITMENT

16
SIXTEEN APPLICANTS
ACCEPTED

MEET THE INSTRUCTORS

We are pleased to have Resultants for Business as our professional facilitators and core curriculum instructors.



Resultants for Business, Inc. is a non-traditional business advisory firm that works with action-oriented leaders, helping them to eliminate frustrations, achieve breakthrough growth, and maximize the value of their company.

The program is a year-long cohort-based learning experience where your company's top prospects **fast-track their capacity for leadership, confidence in decision-making, and community of peer-advisors.**

Curriculum: The Green Industry Leadership Institute coursework was developed using feedback from a survey of MNLA company owners and was fine-tuned by MNLA's Networking Committee and the Green Industry Leadership Institute Task Team.

In addition to class preparation and participation, each candidate ultimately produces a work outcome for their business via their project. The goal is that their project improves their company in a meaningful way.



FREQUENTLY ASKED QUESTIONS

Who should attend?

The Green Industry Leadership Institute is open to employees of MNLA member companies who supervise others or serve in a project management role within their company.

When will the classes be held?

All meetings are held on a Wednesday afternoon from 3:00 - 6:30 p.m. Supper will be served during all sessions. Schedule:

- | | |
|----------------|-----------------|
| 1. February 21 | 6. August 15 |
| 2. March 21 | 7. September 12 |
| 3. April 18 | 8. October 10 |
| 4. June 20 | 9. November 7 |
| 5. July 18 | 10. December 5 |

What are the expectations for attendees?

Participants are expected to attend all scheduled sessions, complete all coursework, be actively focused and participatory during sessions, and be open to being mentored as well as mentoring someone else in the future.

What is the application process?

Potential participants are required to submit an application for consideration. Applications will be accepted through Friday, January 19. A selection team will then review the applications and determine the final class participants. Space is limited to 16 participants. Notifications will occur on or before Tuesday, January 30.

What is the investment to participate?

The program fee is \$1,300, and includes all sessions, materials, and dinner to be provided at each session. In addition, candidates who finish the program successfully will receive a certificate and be honored guests at the Green Industry Awards Celebration.

Employers may want to agree with their employee that they are sending them to the Institute assuming continued employment with the sponsoring firm. Should the participant opt to change companies before the end of the program, that participant could be responsible to reimburse a prorated amount of the fee to their employer.

Does everyone need to complete an individual project?

Yes, this is your chance to give back to your company and industry while benefitting from the process of peer review and help as you go. The project may involve work that is already underway, but should be undertaken in a way that allows you to apply the new skills you're acquiring during the Institute.

What if I can't attend one of the program meetings? Should I still submit my application?

Yes, we understand that green industry professionals are busy and conflicts sometimes arise. **One excused absence is allowed.** However, it is very important that participants do not miss the first class on February 21, 2018.

Where will the sessions be held?

Sessions will be held at the MNLA office at 1813 Lexington Avenue N, Roseville, MN 55113.



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For additional questions, please contact Jon Horsman, MNLA Communications Director: 651-633-4987 or jon@MNLA.biz.