

Principal Consultant: A highly successful operating professional who helps executives and their teams advance their organization's operational maturity and has, or seeks, an integral role helping the program participant leader and team; e.g. in the role of:

- A member of a participant team's board.
- A part- or full-time in-sourced operating executive or advisory role.

And who also:

- Meets with the leader and team one and/or two months ahead of the program to set expectations and shape objectives.
- Keeps in touch with the leader and team between sessions to be sure material is sinking-in, coach-up preparation, and to encourage consolidation and application of new material.
- Uses best efforts to understand the leader's intent and helps achieve that intent.
- Meets with their leader and team after every session to consolidate key takeaways and develop an action plan.
- Convenes with the instructor, co-instructor, and other principal consultants to check-in, debrief, give a status update on their team's progress, prepare for the next session, and make suggestions for improvement on the session just completed.
- Identifies specific things for the team to work on post program and offers to help at hourly rates.
- Meets with the leader and team three or so months post program to check-in on how things are going and see if what the team had decided to do is being done.

