

Manage to Lead

The Path to Breakthrough Performance



Value creation is determined by leadership's ability to...

Get Clear. Align. Grow.

Having the right people is a good start. Management teams must then collaborate to *get clear* about what they aim to accomplish, *align* on how their individual strengths will be deployed toward the same goals, and drive to achieve those goals on track, on budget, and on, or preferably ahead of, schedule. While this sounds simple, it is not easy. The Manage to Lead integrated system of tools, methods, and tutorials makes do-able the easy-to-understand but hard-to-implement actions driven by seven simple truths.

PROVEN RESULTS

- Exits ranging from 2X to 50X of initial valuations
- Multiple companies saved from bankruptcy
- Multiple successful market pivots
- Track record of achieving target IRR, often ahead of schedule
- Helped Portfolio Company CEO and Board reset plan and hit target IRR even after losing 25% of revenue overnight.

EXTENSIVE EXPERIENCE WITH PROFESSIONALLY FINANCED VENTURES

- The Carlyle Group (3X)
- Sequoia Capital (3X)
- Greylock Partners (2X)
- Insight Partners
- GTCR
- JMI
- Goldman Sachs
- Arlington Capital
- Austin Ventures
- NEA

IMPECCABLE TRACK RECORD

- Hands-on experience as successful CEOs, CFOs, COOs, and CMOs in challenging circumstances.
- Proven approach to **Get Clear. Align. Grow.** using repeatable process supported by 60+ packaged tools and methods.
- We don't tell you what to do ... we help you do what you decide.

IntelliVen senior operating partners have decades of experience successfully assessing and developing professionally financed leadership teams and their operational maturity.

[Manage-to-Lead \(MtL\)](#) tools, methods, and tutorials empower teams to decide for themselves how to best deploy what they learn to achieve breakthrough performance.

Support to Operations

IntelliVen is a management operations consulting firm whose senior operating partners have hands-on leadership experience and numerous successful exits. We work directly with portfolio managers and their management teams to assess and develop organizational and operational maturity, accelerating value creation.

Leadership Team Development

Portfolio Managers are guided in the [MtL Program](#), to work with their Company Management Teams through ten expert-led, cohort-based, flipped classroom, live sessions. These sessions deliver essential content, example cases, practice cases, role-plays, and feedback from team members, other teams, outside reviewers, and instructors. Participants apply MtL tools and methods to their business for immediate impact.

Your Case *IS* the Course.

Program participants make immediate progress on their value creation initiatives while building a common language and team bonding. Working together as a collective leadership empowered with knowledge and tools, they gain skills that will serve them throughout their career.

About Manage to Lead (MtL)

The **MtL Leadership Team Development Program** is built by a team of professionally financed senior operating executives for Portfolio Managers and their Portfolio Company Management Teams. It facilitates investor collaboration with management to turn value creation drivers into value creation initiatives that realize results on target, on budget, on, and usually ahead of, schedule.

MtL program completion results in ready-to-launch initiatives specific to your business, with practical actions for execution and governance that put the team on path to achieve their investment thesis.



INSIGHT

A hands-on 10-module program that guides leaders to create realistic, executable initiatives that turn value creation drivers into initiatives that create value.



ENGAGE

10 content modules; pre-work: readings, videos, example cases; weekly 2-hour live sessions: role-play practice cases and applications to their cases with feedback from peers, external reviewers, instructors.



ACCESS

Includes proprietary tools and templates that capture best operating and strategy implementation and governance practices.

Program Modules

1

Plan Change

The program is launched with a structured approach to articulating the team's mandate and where things stand now relative to achieving it.

2

Get Clear: WHAT-WHO-WHY

The W-W-W process ensures the management team and investors share a common clarity and alignment around WHAT the company provides, to WHOM, and WHY customers buy it.

3

Get Clear: HOW

The DO-SELL-GROW Framework provides tools to address the maturity of the team's core business processes relative to best practices whether their operating model is that of a product, service, channel, operation, or exchange.

4

Get Clear: HOW WELL

The financial model is laid out to measure progress toward goals and keep things on track. Teams learn to assess results relative to their past, plan, and peer performance.

5

Get Aligned

Even the most experienced leader needs to assemble a like-minded team and ensure it stays aligned. This module guides operators to consciously decide what kind of leader they need and want to be and to set direction, align resources, and motivate action.

6

Initiative-to-Action

Heat Maps depict which initiatives are imperative in that they can generate the most value the easiest. Imperative initiatives are then the focus of a process that engages leadership in a system of resource allocation, assigning roles, and enforcing accountability.

7

Do & Review

Teams learn to track progress on initiatives using the Plan-Do-Review governance process. The system guides teams and outside reviewers to regularly assess results of actions taken relative to expectations and to make adjustments that get and keep things on track.

8

Get Help

Management teams are guided to effectively use their board, external experts, peers, coaches, and advisors for leadership support. Management teams architect a leadership support structure to fill knowledge gaps, provide insights, and help them be better leaders.

9

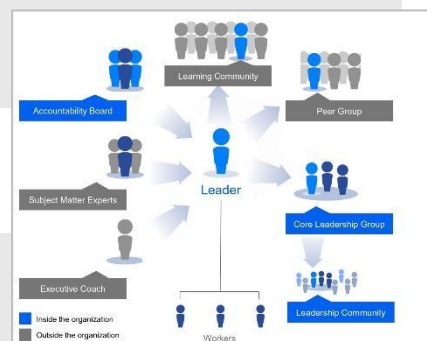
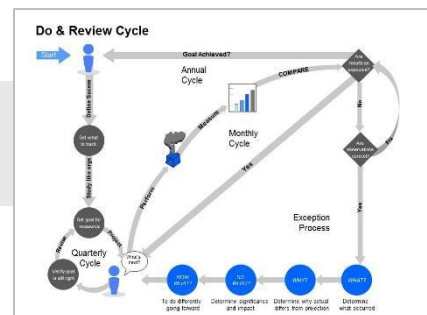
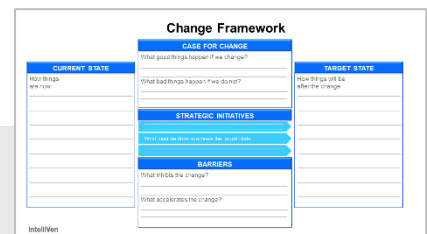
Grow

The management team learns how to assess and develop leadership team Know-Think-Act skill-mix to sync with their venture's maturity stage given success norms by stage of venture maturity. Strategies for team and team member development, support, culling, and hiring are developed to improve the odds of success.

10

Executive Reviews

Team implements a governance process that fosters collaboration, effectiveness and accountability without drama as they prepare and brief a compilation of their application of MtL tools and templates to their board of directors in the program's culminating session.



Learn more and get started today at <https://intelliven.com>