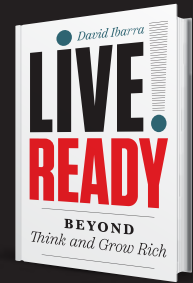




# Experience training from **DAVID R. IBARRA**

distinguished author, speaker, entrepreneur, and community leader, and discover how to Live Ready®.



## 2-Day Leadership Summit

### DAY ONE 8 Hours

#### Module 1 What is Leadership? – 5 Hours

- The Human Factor – How are we stuffed? To Win or Lose?
- Finding out what you WANT – Developing your Purpose
- How to develop a Specialized Talent Team – the HUB of Leadership
- Actions backed with Faith – Gaining the Discipline to get things Done
- Achieving your Readiness Mindset – Finish as Strong as you Start
- Pleasing Personality – Your personality is the one thing you cannot afford to neglect!
- Optimizing of Time – Time blocking for Success

#### Module 2 Management by Strengths (MBS) – 1.5 Hours

- Temperament Profiling – Our challenge is to recognize and appeal to the other person's temperament

### DAY TWO 8 Hours

#### Module 3 Creating the Modern Day Dealership – 1.5 Hours

- Does Training Really Work? – What makes training work and STICK
- The People Equation – Capital + Time + Talent = Success
- Culture – Creating the “Non-Drifter” Culture
- Theme – Theming for Success
- Process – Executing the Cycle of Success

#### Module 4 The 15<sup>3</sup>+5<sup>®</sup> Interviewing Process – 1.5 Hours

- Structure of an Interview – 15/15/15
- Do's and Don'ts
- Setting Expectations
- First "15" minutes
- Second "15" minutes
- Third "15" minutes
- The plus "5" minutes

#### Module 5 Executing the Five Guest Competencies – 1.5 Hours

- 1 - Internet Follow-Up
- 2 - Inbound Phone Calls
- 3 - The Guest Visit
- 4 - Business Development Center (BDC)
- 5 - The Service Visit
- Rotation – How to manage and develop your Specialized Talent Team

Standard Price: **\$1,975** per seat

**Portfolio/eLeaderTech Clients \$1,475**  
(Multiple attendee discount available)

### 2025 Dates

January 7 & 8	February 11 & 12
March 11 & 12	April 8 & 9
May 13 & 14	June 10 & 11
July 8 & 9	August 12 & 13
September 9 & 10	October 14 & 15
November 11 & 12	

Contact Magi to register  
801-364-9080 / mdriscoll@ibginc.com

**LIMITED SEATS AVAILABLE | SIGN UP TODAY!**

**BUY NOW**

#### Module 6 Onboarding – 1.0 Hour

- Welcome
- History
- Mission/Vision or Theme
- What to Expect
- Onboarding Training Schedule
- Clap IN – Intro to Competency Team

#### Module 7 Coaching Workshop – 4 Hours

- Impact of a Leader
- Coaching Foundation
- What is Coaching?
- What is Mentoring?
- What is Inspiring?
- What is Personal Mastery?

# BUILD YOUR POOL OF FUTURE LEADERSHIP TALENT AND REDUCE THE HIGH COST OF TURN-OVER

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BUY NOW

## WHAT IS LEADERSHIP? 2-DAY LEADERSHIP SUMMIT

- Framework of Leadership
- Keys to a Successful Dealership
- Effective Communication
- Finding, Hiring and Keeping the Best Talent

Standard Price: **\$1,975** per seat  
Portfolio/eLeaderTech Clients **\$1,475**  
(Multiple attendee discount available)

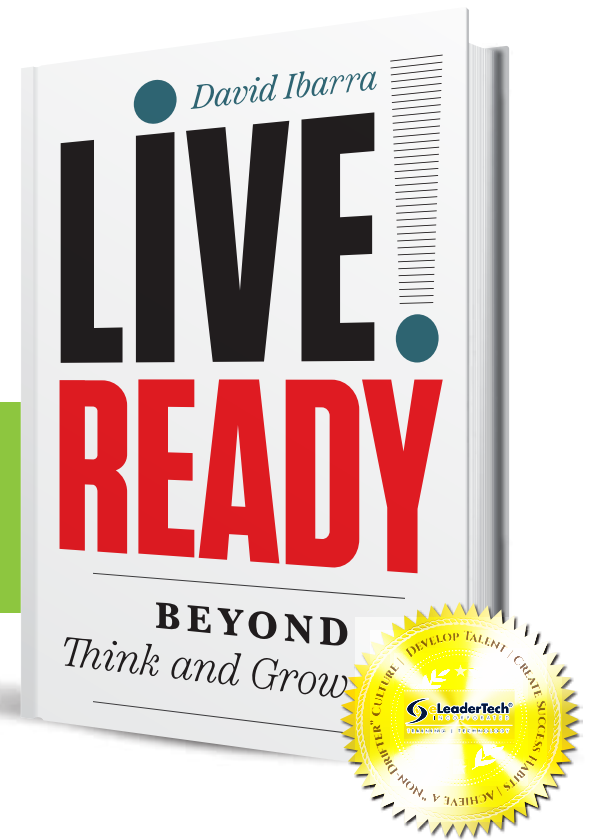
## Testimonials Real Stories. Real Impact.

"Having attended multiple Leadership Summits by David Ibarra and his eLeaderTech team, alongside key leaders from our dealerships, I've seen firsthand the impact his teachings have had on our auto group. Focusing our team on purpose and values that drive real business results has accelerated our growth and development. The principles from David Ibarra's book Live Ready - Beyond Think and Grow Rich continue to be a cornerstone of our success, and we look forward to attending future summits to further our leadership journey."

– **J Parker Weese**  
*Heritage Auto*

"Attending the Leadership Summit in Salt Lake City was an incredibly valuable experience. David Ibarra and his eLeaderTech team created a truly inspiring event that brought together leaders across industries to share insights and strategies for growth. The Leadership Summit provided practical tools and fresh perspectives that I've been able to bring back to my team at Portfolio. The energy in the room was contagious, and the connections made were just as impactful as the content shared. I highly recommend this summit to anyone looking to sharpen their leadership skills and foster meaningful business relationships."

– **Cliff Childers,**  
*Vice President of Sales, Portfolio*



Limited seats available | Sign up today!