

# LEADING FROM THE MIDDLE:

## *Increase Your Value and Impact*



MARQUEZ  
LEADERSHIP | CULTURE | STRATEGY

### **The challenges for successfully leading from the middle are enormous:**

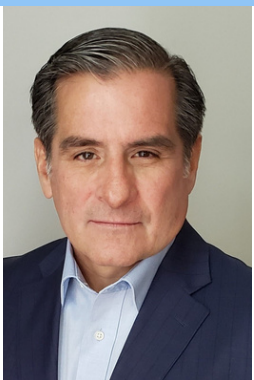
- You have to influence your boss without whining, nagging, or appearing as a threat
- You need to influence your peers, so you gain buy-in and avoid coming across as a threat, a backstabber, or a goober
- You have to avoid brow-beating, kissing up and kicking down, and other dysfunctional behaviors
- You need to lead your Team, build commitment, and get results

Add to these challenges that you often operate with uncertainty and ambiguity. Most mid-level leaders punt. They do what they are told, do not make waves, and try not to upset anyone. They do not lead, so they do not make any impact.

Your success as a Mid-Leader depends on you having an impact and adding value to your Team, the boss, peers, and customers. This Master Program is for Mid-Leaders who want to:

- Strengthen your Self-Awareness, Clarity & Focus, Communication, Influence, and Resilience
- Effectively influence up, down, and across so that you impact strategies, plans, and policies
- Boost employee engagement and productivity so that you achieve Team goals
- Engage, solve problems, and plan action steps with a highly confidential, vetted peer-group

You will come away with a tailorable, repeatable 100-day plan that helps you regain control of your time, increases your impact and value, and makes you better. No pdfs, binders, or unnecessary videos. We focus on solving problems and getting results for you and your Team's near and long-term success.



Jeff Marquez, founder of Marquez Leadership, Culture & Strategy, LLC, helps leaders be your better authentic leader self so that you increase your impact and value to your Team, boss, peers, and customers. A former senior executive, he has experienced the chaos and frustration of misaligned priorities, toxic people, and faltering teams due to mistrust. He uses his Homeland, White House, and military experience to help you get beyond the chaos, be a better version of yourself, build trust and confidence, and get the mission done.

### **Testimonials - Helping Others be Better:**

"I always appreciated the **trust and confidence** you showed in us and the Leadership / Mentorship you provided.

You **inspire** people every day." -  
**Nathalie Winters, Department of Homeland Security**



"Jeff, your **leadership**...will be greatly missed. You worked in one of our Nation's most demanding environments with **impressive skill**, and I appreciate your **dedication and professionalism**." -  
**President Barack Obama**



**Check out my series "The Crisis Life Cycle" published in Hispanic Executive.**

ARE YOU A GOOD FIT FOR THIS PROGRAM?

[\*\*APPLY HERE\*\*](#)

## **8-WEEK AGENDA**

**Week 1: Smart Start - develop your mission and goals; determine your authentic value proposition.**

**Week 2: Clarity & Focus - bust self-limiting beliefs, get the mindset right, prioritize, and set the pace.**

**Week 3: Lead with Authenticity - be a better version of yourself, find the strengths of others, and shape buy-in and commitment.**

**Week 4: The Influence Quotient - network, communicate, and align people to strengthen relationships and access resources to achieve Team goals by influencing up, out, and across; create your influence map.**

**Week 5: Build Momentum - develop your action plan so you define success with behaviors that improve trust, accountability, and innovation while increasing your value and impact.**

**6: Strengthen Your Culture - create a place that is respectful, trusting, and innovative so that your employees feel valued, are unafraid, and empowered to act to achieve mission success.**

**Week 7: Build Resilience - deal with success and setbacks; measure, learn and adapt as individuals and as a team.**

**Week 8: Finish Strong - finalize and execute your 100-day action plan - set the path and move forward.**

### **DURING THE 8-WEEK PROGRAM, YOU WILL:**

- **Participate in weekly, live ~1.5 hour online sessions where we discuss your assignments, solve problems, remove obstacles, and plan action steps that get you immediate results**
- **Unlimited email access to program leaders**
- **Weekly open-office hours where you can schedule calls to ask questions, vet ideas, and solve problems**
- **24/7 access to the materials**
- **Confidential peer group to share ideas, lessons, and best practices**



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