



INSIDE  OUT  
LEARNING INC

Transformative Learning That Lasts

# THE AUTHENTICITY CODE™

THE ART AND SCIENCE OF SUCCESS AND  
WHY YOU CAN'T FAKE IT TO MAKE IT



## WHAT?



Instill essential leadership skills and elevate your confidence, authentic presence, and communication skills.



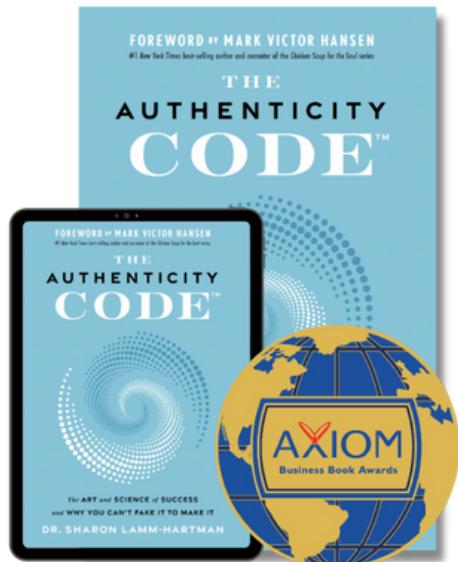
## AUDIENCE

- Professionals
- Team leaders
- New managers
- Executives



## CONTENT

- Formula for Presentation Success
- Authentic Brand Statement
- Tailoring Your Message to Your Audience
- Authentic Presence Qualities
- Non-Verbal Communication
- And more!



## OBJECTIVE



Connect with your authentic presence qualities and better understand your audience to achieve greater influence in all of your communications and presentations.

## BENEFITS



### Develop

your next generation of professionals & leaders

### Results

to get to "YES" faster in any presentation

### Improve

your influence as a leader

### Sales

from presentations prepared in the program have exceeded billions of dollars

### Engage

your team and attain +50% promotion rate and 95% retention rate



"We look for three things in the people we add to our team—and of these three the most important is authenticity because it builds trust with clients, vendors, investors, and customers. Dr. Sharon's book and program provide all the essential traits and tools needed to bring and project one's true self across all those relationships and be truly authentic."

### DAN HART

CEO, VIRGIN ORBIT

# THOUGHT-LEADER, AUTHOR, **SPEAKER**

## DR. SHARON **LAMM-HARTMAN**

- Dr. Sharon is an award-winning global executive
- and presentation coach, leadership development consultant, speaker, writer, and educator. She is the CEO and founder of Inside-Out Learning, Inc., specializing in leadership and personal development. Inside Out Learning is an active member of WBENC and the global Women's President Organization which only 3% of women owned businesses meet their requirements for membership.

With over 25 years of global experience, Sharon has worked across the United States and Europe as well as Beijing, Hong Kong, Singapore, and Thailand for clients such as Boeing, American Express, GE's Leadership Development Center, Exxon, E\*TRADE, ARCO Chemical Company, Mobil Oil Corporation, Berlex Pharmaceuticals, Fannie Mae, Arizona Society of CPA's, Volvo Corporation, and the National Reconnaissance Office. She has designed and delivered over 3,000 innovative programs, including many Authentic Presence and Presentation skills programs. Dr. Lamm-Hartman has coached thousands of CEO's, executives and entrepreneurs worldwide.

**"I CREATED A PRESENTATION DURING  
YOUR PROGRAM WITH YOUR HELP AND  
WHEN I BRIEFED OUR CUSTOMER, THEY  
WERE 'ROCKED!' WE ARE NOW ON TRACK  
FOR A ½ BILLION DOLLAR PROGRAM  
AND OUR FOOT IN THE DOOR FOR  
SEVERAL MORE."**

FORTUNE 50 CLIENT

Dr. Sharon is an Adjunct Professor of Leadership at Columbia University where she has taught Leadership classes to Doctorate Level students. She also worked as an Adjunct Faculty member at The Center for Creative Leadership teaching courses on Developing Leadership Talent.

Dr. Sharon recently became a best-selling author in the Wall Street Journal, USA Today, and Amazon with her book release of *The Authenticity Code™*. Her book received the Axiom GOLD Medalist award for best 2022 Business Fable. WBENC buys her book for all WeTHRIVE participants. She has been named as one of the top 100 Women to KNOW Across America by the KNOW Women Group.

