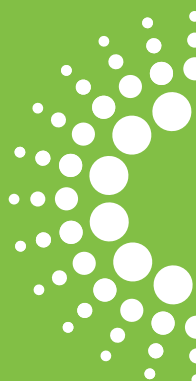


# Executive Networks Membership

# VALUE PROPOSITION



Here's what we know about busy executives...

**You are coping with massive change and a turbulent business environment. Your competitors are wildly disruptive and your customers are more fickle than ever.**

**You need to do more with less—** and to stretch every dollar. Time is your most precious resource—so you need fast, reliable ideas that work. And you can't pay an arm and a leg for them.

**There's also this:** In addition to meeting today's challenges, you need powerful optics into evolving trends and innovations that are grounded in reality and relevant to your business.

**MORE THAN HALF OF FORTUNE  
MAGAZINE'S "GLOBAL MOST  
ADMIRED COMPANIES 2008" ARE  
MEMBERS OF EXECUTIVE NETWORKS**

Your peers face the same issues...

**Executives at more than 225 companies worldwide** join Executive Networks to connect with peers and get real-time access to proven solutions.

**Membership with Executive Networks immediately equips you** with your own mini-advisory board of peers you can trust to provide credible just-in-time expertise and cost-effective ideas.

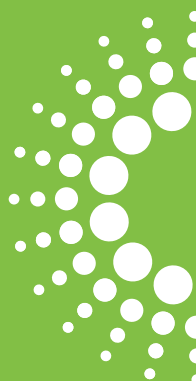
**Membership gives you instant access to feedback and knowledge** that exceeds what consultants are selling because it comes from peers who are on the line—and facing the same challenges as you.

**Executive Networks Delivers Member Value**  
Members get on-demand access to peer expertise and unrivaled benefits for a flat fee that is roughly the cost of three days of a typical consultant's time. That's year-round unlimited access to a broad range of expertise and solutions that are directly relevant to the challenges you face daily.



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## Why join Executive Networks? Benefits include:

### **In-Person Meetings**

Twice yearly, members gather for 1-2 day retreats that provide uninterrupted peer dialog in small, intimate settings focused on issues, topics, and speakers chosen by members. Members hear how others are grappling with issues and challenges they face too. The knowledge sharing and personal connections are unbeatable.

### **Online Peer Access**

We call it OPN – Online Peer Networking—and it's our 24/7 system where members connect to peers to get fast answers, real-time feedback, and solutions to problems that require immediate action. OPN is easy and efficient—members access all networks and often start receiving answers and actionable information within minutes of posing a question. OPN is what most members find they can't live without.

### **Member Concierge Service**

Each network has a Community Connections Director (CCD) whose role is a combination of concierge and knowledge management expert. CCD's act on your behalf as a conduit between you and the knowledge we can access both inside and outside of the network. They interview you at least once/year to understand your needs and then push relevant resources to you. Your CCD is available to you 24/7 by email and phone—and you may inquire any time you need advice, ideas, and access to research, companies and people to benchmark, and so on. The CCD is an incredibly powerful way for you to access the collective intelligence and wisdom of Executive Networks.

### **Member-Driven Projects**

Throughout the year, Executive Networks conducts a variety of member-driven projects that are targeted at member needs. These scheduled activities include network-specific knowledge shares, webinars, rapid-cycle surveys, and working groups.

### **Virtual Knowledge & Learning Events**

Executive Networks hosts live events designed to provide knowledge transfer that is actionable and relevant today. These events are delivered in a variety of forums, including the Thought Leader Series, a moderated teleconference featuring leading thinkers and practitioners; and the Executive Networks Book Club, a quarterly forum where members trade insights and first-hand experiences related to timely topics in leading business books.

## Measure our results:

Our value is directly measured by the results we deliver for members —

**“The most important benefit is access to peers across different disciplines and industries—the people who are actually doing the work and facing similar challenges as I deal with.”**  
—Andrea Bortner, Harris Corporation

**“Membership provides for one-stop shopping—access to true peers and the chance to create new connections...to leverage everyone's expertise, best practices, solutions, past and current challenges, etc—to have access to all of that as a member is huge.”**  
— Carol Ryan Ertz, Unum

**“Access to peer expertise—and the opportunity to get a read on current practices in real time—is critical for me.”**  
—David Norton, The New York Times Company

