



LEAD WITH THE STORY OF YOUR LIFE



THE PERSONAL MASTERY JOURNEY BEGINS WITH TWO QUESTIONS

1 "DO YOU KNOW WHO YOU ARE?"

The facilitator tells a story of how he acquired the wisdom of Personal Mastery in his journey from high school drop-out, and rehabilitated heroin addict to Wall Street analyst and Harvard graduate.

2 "WHO ARE YOU?"

This sets the tone for delegates to answer the question, "who are you," by telling their own authentic story. These stories serve to transform the story teller and inspire to listener to deliver unprecedented results.

"The journey to authentic leadership begins with understanding the story of your life. Most authentic leaders reported that their stories involved overcoming difficult experiences and using these events to give meaning to their lives."

- Harvard Business Review;
March 2014.



UNPARALLELED RESULTS

COMMENTS FROM A GROUP OF SENIOR BANKING MANAGERS:

Unique Presentation Style and Learning Methodology:

1. *"Best training ever. The facilitator was inspiring and had very deep knowledge of the subject matter. No use of presentation slides! yet he kept the class engaged throughout the day. Awesome!"*
2. *"By sharing his personal story, Charles connected deeply with the team. The session was quite interactive and although I had already come across the 'Johari Window' and 'Iceberg' concepts, the manner in which the facilitator applied these to professional and personal life was completely refreshing."*
3. *"I enjoyed the way he structured the session and how he brought life experiences into the learning. That for me was really interesting as he resonated with me on certain aspects."*

Results:

1. *"What was engaging was the fact that it was not a theoretical session but a very engaging session. Charles's story helped to make the lesson practical and I definitely learned the importance of telling my story in order to inspire others. Also, I found that throughout the session, I was learning new things about myself as a person as well as a leader."*
2. *"Who am I really? What drives me to do what I love doing? I appreciate storytelling to create strong bonds/relationships with team and family. I got thinking on which "chapter" of my story would help create a strong bond with the team and which one would do for my kids."*
3. *"I have not been a good listener and in due course I may have missed feedback from my stakeholders (colleagues and family). I was equipped with tools to create a safe environment for my team to share/give me feedback."*



SAMPLE PROGRAMME AGENDA

LEAD WITH THE STORY OF YOUR LIFE

08h00 – 8h30	Tea/Coffee
08h30 – 09h15	Who are you? Musical exercise & intros
09h15 – 10h00	Facilitator personal story & Johari window
10h00 – 10h30	Fun, challenging group exercise
10h30 – 10h50	Tea / Coffee
10h50 – 11h15	Debrief: discussion - clarify link between values, beliefs and behavior to past experience
11h15 – 12h00	Individual self-discovery exercise
12h00 – 12h30	Dyads share self-discoveries & practice listening skill of “follow-up questions”
12h30– 13h15	Lunch
13h15 – 13h45	Debrief self-discovery exercise
13h45 – 14h15	Facilitator shares an authentic, inspirational story
14h15 – 14h30	Individuals develop their story
14h30 – 14h45	Tea/Coffee (working break)
14h45 – 15h30	Triads share stories & get feedback, both storyteller & listener
15h30 – 16h00	Debrief in plenary

“Deep insight on the importance of storytelling as a tool for leading.”

~ Senior Manager, Standard Bank

CHARLES M. HENDERSON, JR.

LEADERSHIP COACH / THOUGHT LEADER

Charles Henderson has been coaching and training managers and their staffs for more than 25 years. Using his own life story as inspiration, he created the “Heroin to Harvard” master class to help leaders develop inspirational stories that strengthen relationships and inspire their followers to higher levels of performance.



He also created the Street-Wise Leadership Coaching Program designed to transfer knowledge and build leadership skills in three crucial areas of mastery; Mastering Self, Mastering Relationships and Mastering the Mind.

His work is anchored in behavioural science research. He is an Executive Fellow in the executive education programme at Henley Business School and is a faculty member at Duke Corporate Education.

Mr. Henderson has worked across the United States and in more than 25 countries throughout Africa, Asia, the Middle East and Europe. He has worked with leaders at some of the world’s largest organizations such as Citibank, the World Bank and Nike.

Before coming to South Africa Mr. Henderson worked as a global risk analyst with Chase Manhattan Bank (now JPMorgan Chase). He also recruited and developed leaders at Otis Elevator and advised the company’s president on the development of a world-wide diversity initiative. Mr. Henderson lives between Johannesburg and New York.

EDUCATION

Harvard Graduate School of Business

Master in Business Administration degree in general management
Ranked #1 MBA in 2020, Financial Times

The Wharton School, University of Pennsylvania

Bachelor of Science degree in economics and finance
Ranked #1 Undergraduate Business School, US News, Sept 2021

Westchester Community College

Associate of Science degree in business administration, 1982

ABOUT HEROIN TO HARVARD

Heroin to Harvard focuses on people development through the transfer of emotional intelligence and critical thinking skills. We create programmes for our clients in the areas of coaching and mentoring, leadership development and team building to name a few. In addition, we coach executives and are frequently asked to speak at conferences and executive breakfasts.

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EXECUTIVE EDUCATION



**Gordon Institute
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