

March 12, 2015

From the Battlefield to Boardroom: Getting the Most from Your Team.

Organizers

Brigadier General Tim White, Member, The SPECTRUM Group & Advisor, CRAM-Secured2

Presenters

Greg L. Sharp, Founder & President, The SPECTRUM Group
 Gillian Jaeger, Leader, Health Care Policy Team, The SPECTRUM Group

Presentation Overview

Greg Sharp is a former Army Ranger, combat veteran, and career officer who founded and runs one of Washington’s most respected consulting firms. Gillian Jaeger spent over 25 years as a leader in Navy medical and healthcare fields, and now consults broadly with businesses looking to expand into the government healthcare arena. Both Greg and Gillian demonstrate the strengths of military experience in the private sector. How do military leaders get the most from their teams? What should private companies know about doing business with, or understand what is different about, former military leaders? And, importantly, what are the key lessons learned that directly apply to civilian careers of former military leaders? The answers will paint a powerful picture!!!

This CXO session specifically addresses the key success factors in military leadership that directly apply to leading today’s small businesses. CEOs will want to understand what is different, and what is similar, in leading military teams compared to today’s business teams. Specifically, the speakers will focus upon (1) team building, (2) intelligence gathering, (3) common goals setting, (4) communications, and (5) disciplined execution. Our presenters are world experts and we will find this military leadership content very compelling.

Presentation Key Takeaways

1. Communication: Fostering reality, candor, openness, innovation and creativity
2. Execution: Concrete steps delivering big aspirations into BIG Results
3. Discipline in Effective Processes: Leadership driven clarity of processes & expectations
4. Rewards: Linking rewards, people’s capabilities and coaching leadership
5. Linking Strategy, People & Processes: Orchestrating common goals to get the job done

Date | Time | Location

THURSDAY
 March 12, 2015

7:30 AM to 8 AM
 Networking and
 Continental Breakfast

8 AM to 9 AM
 CXO Forum
 Presentation

9 AM to 9:15 AM
 Burning Issues: Discuss
 your specific challenges
 with colleagues and
 fellow CXO Forum
 members

Location
 Cherry Bekaert
 1934 Old Gallows Road
 4th Floor
 Vienna, VA 22182
 703.506.4440

For directions, visit
www.cxoforum.com

FOUNDING PARTNER



STRATEGIC PARTNERS



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nkoller@cxoforum.com

Bring A Guest!

www.CXOForum.com

Volunteer For A Committee

March 12, 2015

Date | Time | Location

About Our Presenters

Greg Sharp, Founder and President, The SPECTRUM Group



Greg Sharp is a founding partner and President of The SPECTRUM Group. As a former military leader, he served in the Office of Legislative Affairs for the Secretary of the Army and the Office of Legislative Liaison for the Secretary of Defense. He dealt daily with Members of Congress and staff on weapon system R&D and procurement, military construction, and the O&M accounts. He also coordinated defense program issues with officials at the National Security Council, Department of State, and U.S. Allies.

Greg Sharp is also the Founder, President, and Executive Director of the National Guard Youth Foundation, established to provide scholarships, employment opportunities, and mentoring for our nation's at-risk youth. Greg Sharp holds a B.S. degree from Oklahoma State and M.B.A. from the University of Santa Clara.

Gillian Jaeger, Leader of Health Care Policy Team, The SPECTRUM Group



Gillian Jaeger is a veteran with a distinguished career of 27 years in the United States Navy. Her military background includes healthcare operations and management, strategic planning, contract management, public affairs and health policy. She has more than 30 years of experience as a senior healthcare executive, lobbyist and a consultant specializing in government/public relations and business development.

After retiring from the U.S. Navy, Ms. Jaeger served as the Director for Government Relations at TriWest Healthcare Alliance. In that position she provided leadership for the company's government/public relations activities in Washington DC and 21 states. She has Co-founded and built a successful consulting and business development firm focused on helping medical device and technology companies with growth strategies and entry into the federal markets. Since then, Gillian is a significant leader at SPECTRUM in business development and government relations supporting healthcare companies and academic institutions.

Gillian Jaeger holds a Master's degree in Health Care Administration and is an adjunct healthcare professor at Albany State University, Albany, Georgia instructing undergraduate students on healthcare marketing, and graduate students on leadership and ethics.

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