

SAL26 Team Development: Registration Open

Develop Middle Managers to Scale Performance

HIGHLIGHTS

New Cohort: Feb. – May 2026

Four 100% virtual modules

Targeted team development

Teams of 2 thru 4 leaders

Two meetings per month

#1 = full cohort; #2 = your team

Pricing for core program only

Or with 360 feedback + coaching

www.theseffawareleaders.com

Registration Deadline: January 23, 2026

FOCUS

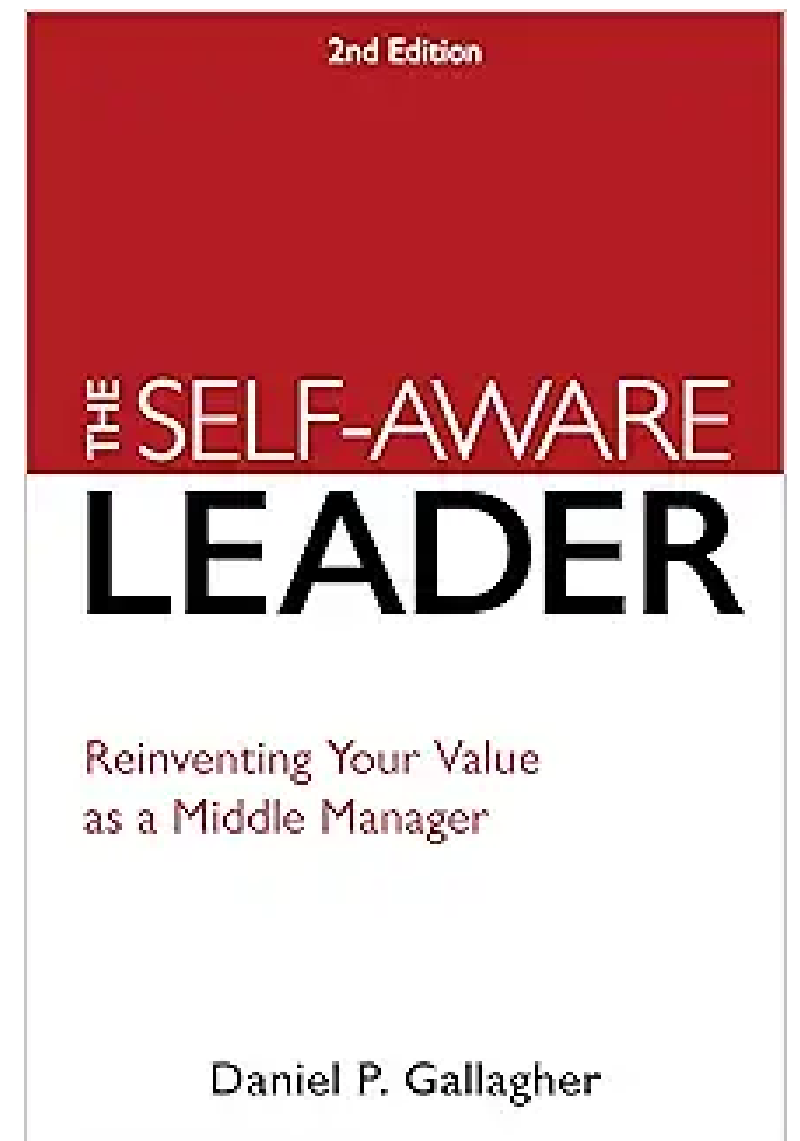
Executives want middle managers to take more initiative and create more value. Middle managers are waiting for permission to use grow their leadership voice and find profitable spaces to reinvent.

The Self-Aware Leader (SAL) teaches leaders **to slow themselves down to speed themselves up to create more value**. The team focus drives new focused growth on how these teammates collaborate.

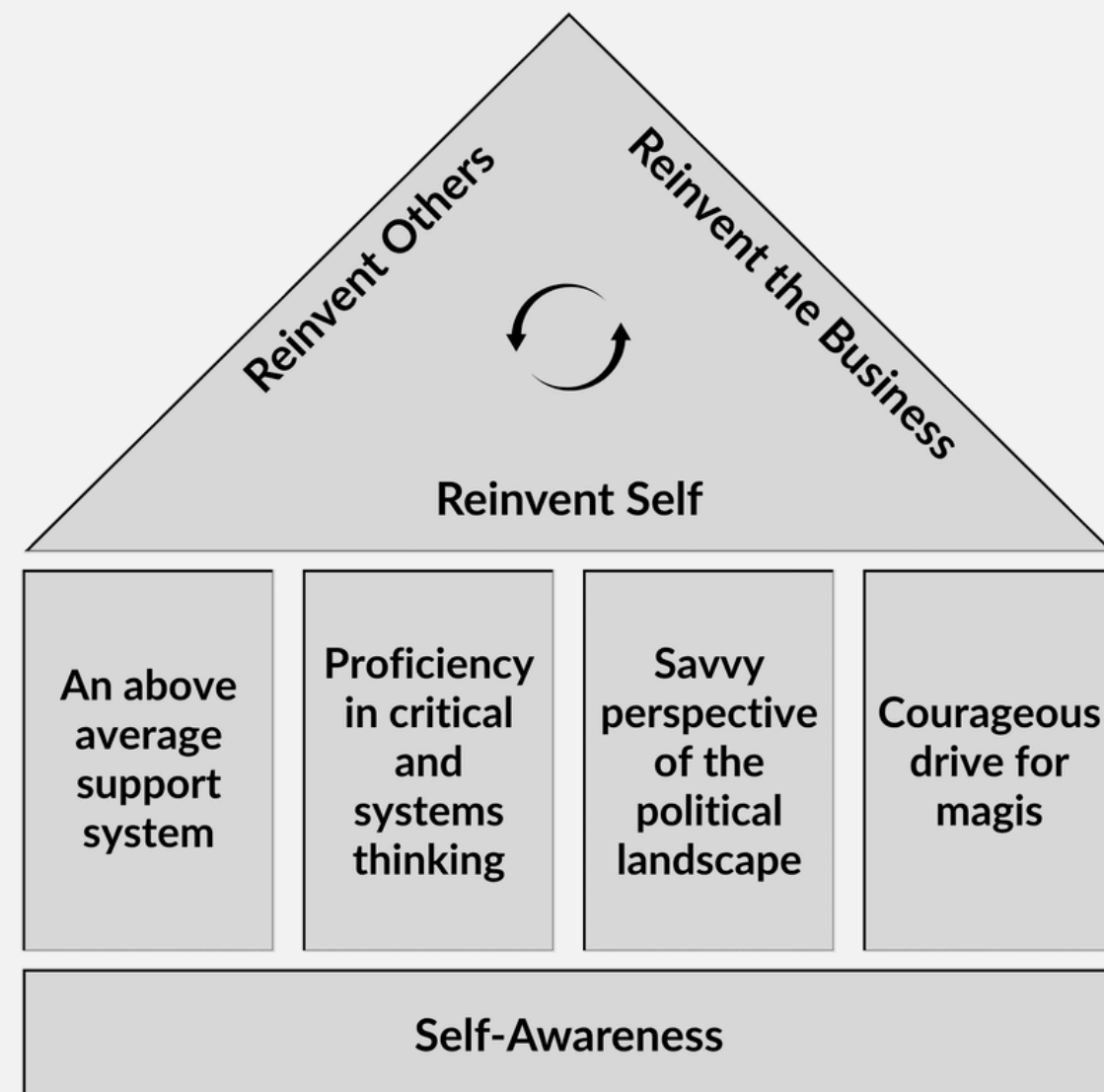
AUDIENCE

This development grows **teams of middle managers** to work cross-functionally and scale how they get work done through others.

Send 2-4 leaders from your team to learn in each module from the full cohort plus have private coaching circles just with your team.



SELF-AWARENESS FUELS REINVENTION



Self-awareness is slowing yourself down to speed yourself up. It's about being more informed and intentional to drive the right decisions and action.

Reinvention is about continuously evolving how you add value. It's about driving profitable growth in a way that serves the customers and the team.

Overview: SAL26 Team Development

WHY TEAMS?

The first five cohorts of SAL training saw strong results with individual participants. A key learning was that organizations where multiple leaders participated saw even more value. In the spirit of reinvention, this SAL offering will focus on teams of 2-4 leaders who can jumpstart how they reinvent together. Participants may be from the same function with the same leader or with different functions/leaders.

DESIGN HIGHLIGHTS:

- 1-hour of prework videos, reading, and reflection questions received prior to each module.
- Four 2-hour modules facilitated by Dan Gallagher each with two breakout exercises.
- 1-hour team coaching two weeks after each module to focus on application of learning.
- A copy of *The Self-Aware Leader* book and the SAL Self-Assessment with development plan.
- Content summaries to participant’s manager with recommendations on supporting application.
- Diverse set of adjunct faculty contribute insights from various functions, industries, and levels.
- Option to add a 360-Assessment experience plus two 1-hour 1x1 coaching sessions.

PRICING

	2 participants	3 participants	4 participants
Development program + coaching circles only	\$7,000 total	\$9,000 total	\$11,000 total
Including 360-feedback + 1x1 coaching	\$9,000 total	\$12,000 total	\$15,000 total

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SAL ALUMNI TESTIMONIALS



Ken Kerwin, Group VP, Vecima Networks

“SAL reframed my leadership mindset. The model also gave my team common language to discuss where they see the highest opportunity to reinvent.”



Carrie Lokeni, Global Operations Mgr., UPS

“SAL helped me to become more intentional and to grow more trust with my team and my peers by focusing on reinventing others.”



Ayana Walker, Dir. Social Services, Brooke Glen Hospital

“SAL grew my self-awareness on how to activate my leadership voice more across our team as we leaned into operating more as one.”

SAL Pivots Mindset and Behaviors

FROM

TO

Working in functional silos with vertical leadership



Collaborating with peers as one, interdependent team

Reacting to problems and/or waiting for direction



Anticipating needs to reinvent by forecasting patterns

Centralizing control and authority in hierarchy



Distributing leadership and activating others' voices

Focusing on volume, not value; minimal prioritization



Thinking like a GM with focus on profitable growth

Modules: SAL26 Team Development

	FOCUS	DESCRIPTION	LARGE GROUP	COACHING CIRCLE
FEBRUARY	Introduction to Self-Awareness + Reinvention	Build meaningful self-awareness (slow yourself down to speed yourself up) as well as intentional reinvention (proactively evolving how you create value as a leader). Learn how the four pillars work together, the behaviors within each, and how the pillars drive successful reinvention.	Mon., Feb. 23 2 - 4 p.m. ET	After the large group meeting, your team schedules 1 hour with Dan.
MARCH	Professional Authenticity + Profitable Imagination	Center on how your values, skills, voice, and network influence you and how that impacts if you initiate or hesitate when working to reinvent. Discover how to prioritize and coach for profitable growth and add value by balancing the SAL roles: leader, manager, facilitator, producer.	Mon., Mar. 23 2 - 4 p.m. ET	After the large group meeting, your team schedules 1 hour with Dan.
APRIL	Generosity Quotient® + Think Like a GM	Capitalize on your ability, capacity, and willingness to give as a leader to scale your leadership to others and amplify the movement. Improve your cross-functional perspective and influence by balancing your vertical and horizontal leadership with work and teams.	Mon., Apr. 20 2 - 4 p.m. ET	After the large group meeting, your team schedules 1 hour with Dan.
MAY	Pinpointing, Connecting the Dots, and Scaling SAL	Pinpoint how to prioritize “feeding a family versus solving world hunger” to create momentum that can scale. Connect the dots upstream and downstream, plus learn how to activate the five levers for scaling SAL strategically. Finalize your SAL Action Plan to launch your reinvention.	Mon., May 18 2 - 4 p.m. ET	After the large group meeting, your team schedules 1 hour with Dan.

ABOUT DAN GALLAGHER

- Accelerated leadership, productivity, and culture in various talent, operations, and sales leadership roles.
- Led brand and CRM launches plus standardization efforts in CX and IT.
- Facilitates individual and team coaching to improve onboarding, performance, and transformation.
- Develops executive teams and middle managers in high growth and turnaround businesses.
- Experience in telecommunications, hospitality, SaaS, healthcare, manufacturing, nonprofit, and more.
- Author of *The Self-Aware Leader*, a validated model with training, assessments, certifications, & licenses.
- Degrees from Saint Joseph's University plus service as a Trustee, employee, and adjunct faculty.

www.theseelfawareleaders.com

Registration deadline: January 9



CONTACT INFORMATION



Dan Gallagher
Gallagher Leadership LLC

websites:

www.gallagherleadership.com
www.theseelfawareleaders.com

email:

dan@gallagherleadership.com

phone:

215.260.8105