

Senior Executive NETWORK



Where senior executives get unbiased feedback and best practices on their key challenges and opportunities

SeniorExecutiveNetwork.com



ABOUT SENIOR EXECUTIVE NETWORK

SENIOR EXECUTIVE NETWORK is the unique, members-only network that helps senior executives improve their company's performance, gain competitive advantage and avoid costly mistakes.

When executives join forces with industry peers who do not compete with them, they exponentially increase their ability to lead successfully, driving increased growth and profits.

Members are grouped by function and are placed in industry-specific, revenue-compatible groups that are facilitated by trained experts to share innovative ideas, knowledge and insights, solve specific problems and uncover best practices.

SEN meetings provide strategic wisdom and actionable results through:

- The operational and strategic expertise of fellow members
- Sharing of benchmarks and best practices with other comparably-sized companies
- Feedback from trusted peers in an open, no-risk environment
- Honest answers to the problems you are currently facing by peers with no vested interest
- Top-notch networking opportunities in your industry

SELECTIVE

An executive peer network is highly dependent on the quality of its members. That's why all prospective members are vetted by SEN's Selection Committee. This allows SEN to carefully match peers in each group so that they share complimentary goals, challenges and opportunities. Competitors are barred, which ensures group integrity and confidentiality.



SEN currently offers peer networks in each of the following functions:

- Finance
- Operations
- Marketing
- Sales
- Human Resources
- I.T.
- Research & Development
- Supply Chain / Purchasing
- Engineering / Technology
- Quality

WHY JOIN:

Industry Specific: Executives meet with non-competitive, industry-specific peers who understand their issues in context and share relevant experiences.

Function Specific: Executives are placed with peers who have similar roles and responsibilities, so they can get specific when discussing benchmarks, best practices, technologies, etc... For example, CFOs meet with other CFOs and heads of HR meet with other peers who are also responsible for the HR function.

Size Specific: In business, one size doesn't fit all, so groups are comprised of senior executives at similar-sized companies, ensuring that peers provide actionable best practices appropriate to your business.

Time Efficient: Members have two day-and-a-half peer group meetings each year (with both in-person and virtual options)—as well as online Peer Advisory board sessions twice a year. Our meeting agendas are designed and facilitated to maximize the return on time.

Sales Pitches Prohibited: Fellow members, meeting facilitators and visiting consultants are prohibited from selling their services. This ensures no conflicts of interest.

High-Level Networking: Members meet and connect with non-competing peers in their industries that focus squarely on business results.

Top Quality Feedback: Peer executives who have had similar experiences can help each other quickly solve problems and offer guidance that positively impacts their businesses.

Members Can Veto Competitors: To guarantee the trust and confidentiality that members depend on, any current member can block a direct competitor from joining their group.

24/7 Access to Peer Advice: SEN's Connections Program puts members in touch with experts and peers who can answer specific questions fast.



MEMBERSHIP INCLUDES:

Meetings: Members meet two times per year for a half-day meeting (both in-person and virtual options available). Additionally, members can attend one meeting or summits.

Peer Advisory Board Sessions: In these virtual sessions, each member can describe one key issue in which they would like input/advice from the group. Given that each member runs a similar operation, the input received from this session is confidential and extremely valuable. It allows for scenario planning in a safe environment, and many key decisions are made here.

Connections Program: If you have an important issue that requires immediate information or a better perspective, this program allows you to anonymously pose questions electronically to select members who may have answers to the key business issues you are facing.

Conferences (included in membership): Members also connect with thought leaders and members across the network at the renowned Chief Executive Leadership Conference and other conferences.

Benchmark data and other exclusive resources: Because our groups are industry-based, we provide valuable KPI benchmarks, as well as a library of tip sheets and best practices on a variety of common challenges.

Professional Education: For professional fields that require continuing education, SEN membership meetings and/or conferences usually qualify for credit. Please check with your individual accreditation body.

Chief Executive Subscription: As part of your Chief Executive Network membership, you will receive a subscription to Chief Executive magazine, the leading publication dedicated to CEOs and their success.

Senior Executive Network improves the performance of its CEO members and their companies.

WHAT OUR MEMBERS SAY ABOUT SEN:

“SEN has provided a risk-free recurring place and reason to explore my company's business. On a more detailed level it has: (1) Provided new outlooks on current developments in the business world (2) Exposed me to some of the challenges that lie ahead as our business grows (3) Provided a chance for new friendships and people who can be of council.” —*Ed Bean, CFO, Spartan Light Metal Products, Inc.*

“I have participated in the very professional CEN / SEN organization for five years. During this time I have had the privilege of listening to some of the most forward thinking speakers in the country, covering a variety of topics and industries. The peer roundtable discussions, directed by talented facilitators, allows you the opportunity to interact and discuss relevant topics impacting today's business climate. I gain new insights from each event I attend.”

—*Ryan Durst, Vice President Sales & Marketing, The Bradbury Group*

“As a standalone HR leader SEN is a valuable way to keep up with changing trends and state of the art programs. There is tremendous idea sharing at meetings and the ex-officio session allows us to focus on individual issues we are dealing with. Outside of group meetings, whenever I have a challenging issue it is great to email the group for a broad range of potential resolutions.”

—*Bruce Ennis, Vice President Human Resources, Bigelow Tea*

“Each meeting I have attended (approximately 10) has given me more ideas in 1 ½ days than I would normally get in 6 months. Great meetings and great people.”

—*Scott Hlavaty, Vice President of Manufacturing, M-C Industries, Inc*

“I have found it to be the most beneficial peer group I've ever been in. It is seldom we get to meet people in our roles and have meaningful, organized conversations about our projects, employees and companies. I find this group immensely valuable.”

—*Danielle A. Coates, Services Manager, Micro Matic USA*



**SEN works for our members,
and it can work for you.**

Senior Executive Network is an investment that pays for itself many times over.



For more information on meeting details and membership, contact:

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