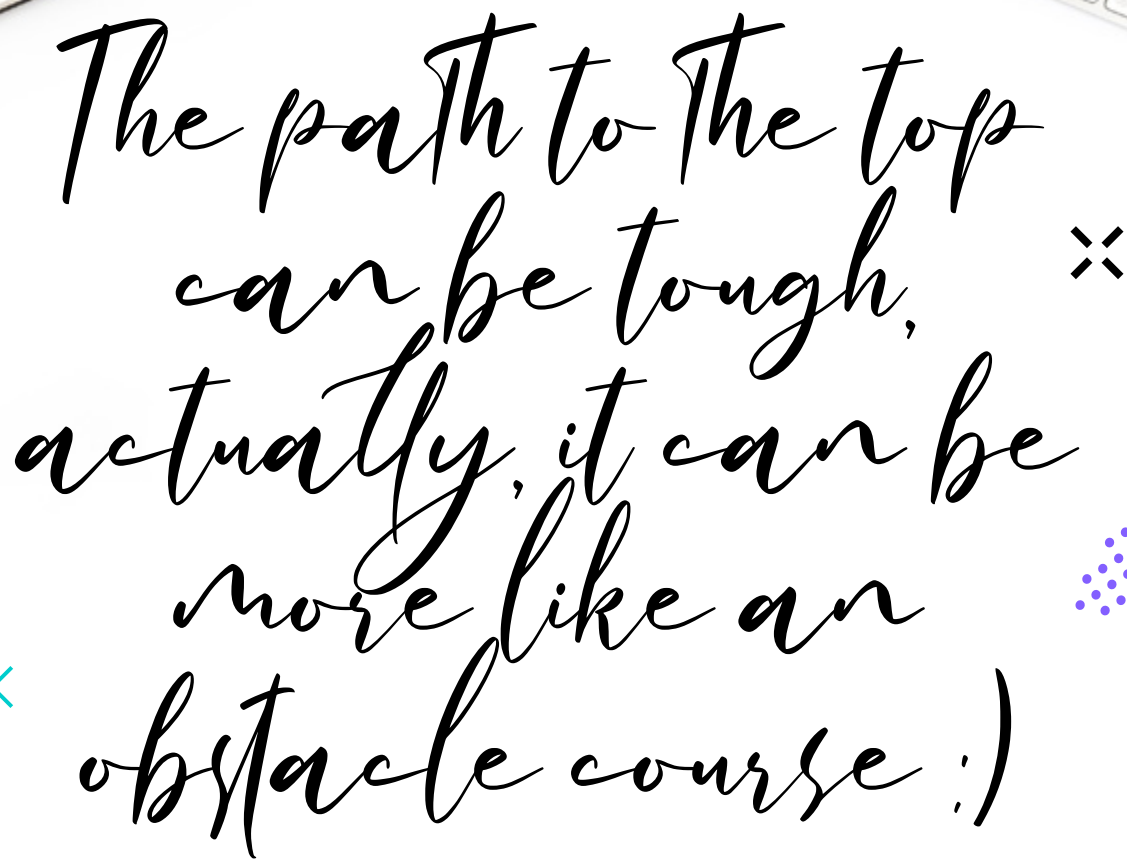


**BRAVO** 2022

Be part  
of something  
bigger

**LEADERSHIP  
PROGRAM FOR  
WOMEN IN  
PROCUREMENT  
AND SUPPLY  
CHAIN**





The path to the top  
can be tough, ✕  
actually, it can be  
more like an  
obstacle course :)

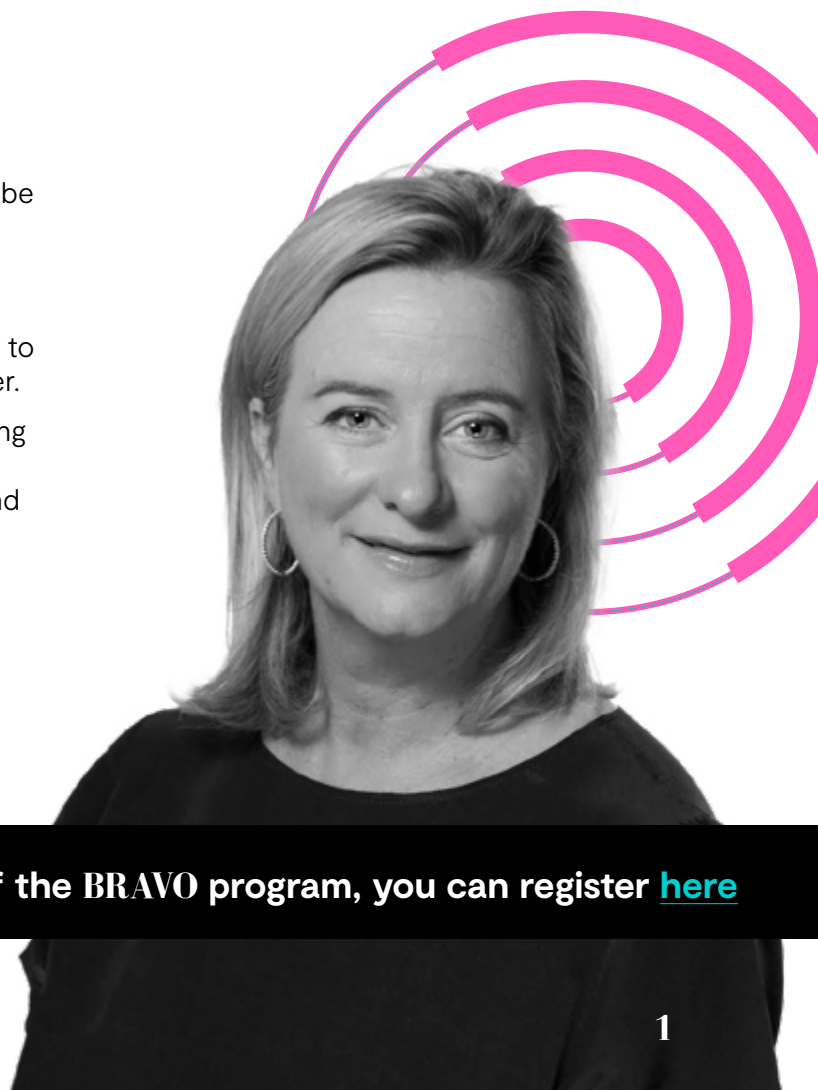
On my career journey, there have definitely been good days and bad. But I've come to accept that both the visible and invisible roadblocks are an inevitable part of professional life... and actually can prove to be the best learning opportunities!

I've also learnt that you don't have to do it alone: in my experience, a community of brilliant women (and men!) can be the ticket to inspire, support and supercharge your career.

And that's what I'm passionate about – seeing women in procurement and supply chain helping each other to do better, progress and to become part of something bigger.

Tania

Tania Seary, Founder.



**REGISTER NOW** To become a member of the BRAVO program, you can register [here](#)



# Are You Ready?

**BRAVO!** You've achieved so much in the last few years. You've not only survived, but you've thrived!

You've stayed close to home, developed your skills and got the job done. But now it's time to Be Part of Something Bigger!

First and foremost, **BRAVO** is about empowering you to take charge of your career and to reach your full potential. It is an eight-month online membership program designed to help you unpack self-limiting beliefs, set professional goals, learn to negotiate the career you want and come to grips with the current rules of play at work.

Join this exciting program to:

Achieve your career goals

The global pandemic has disrupted many working women's career trajectories. It's time to get back on track and make sure you have the skills, knowledge and network you need to keep your professional development aligned with your career aspirations.

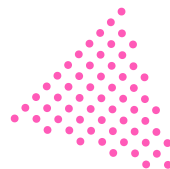
Drive the economic recovery

**'Bells for gender equality are ringing in the stock markets ... as a powerful sign that a sustainable and inclusive economic recovery will depend largely on how much we invest in women.'**

— IDBINVEST.ORG, MARCH 2021

Build a global network of women in procurement

Innovation is not a solo pursuit. It takes a community of diverse and creative thinkers to help solve some of the big challenges that exist today in our supply chains. Join your global peers to work together in the pursuit of solutions and help create a powerful network of like-minded women.





### Break down cross-company and industry silos

Sometimes the best ideas are inside your very own company, but you haven't been provided the forum for collaborating. Similarly, sometimes we are caught in the silo of our own company or industry and can't break out. **BRAVO** is designed to break down these barriers for you to grow and learn from your peers, mentors and thought leaders.

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### Improve cultural diversity

The future belongs to more diverse and productive workplaces. Our members come from all industries and backgrounds. We make sure everyone has a voice so that our learnings are richer and more meaningful.

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### Support ALL women in the supply chain

As a powerful collective, we can provide a platform where women's voices are heard. We can shine a light on unfair labour practices and ethical sourcing dilemmas that exist and begin to build understanding and action to protect women and children within our supply chains.

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### Grow demand for female talent in procurement and supply chain

In a time of talent shortage, fostering growth and leadership is an essential part of the employee value proposition. By showing that gender is valued within our profession and shouting about **BRAVO** from the rooftops, we will encourage more women to join our ranks and ensure a gender-diverse future for our profession.

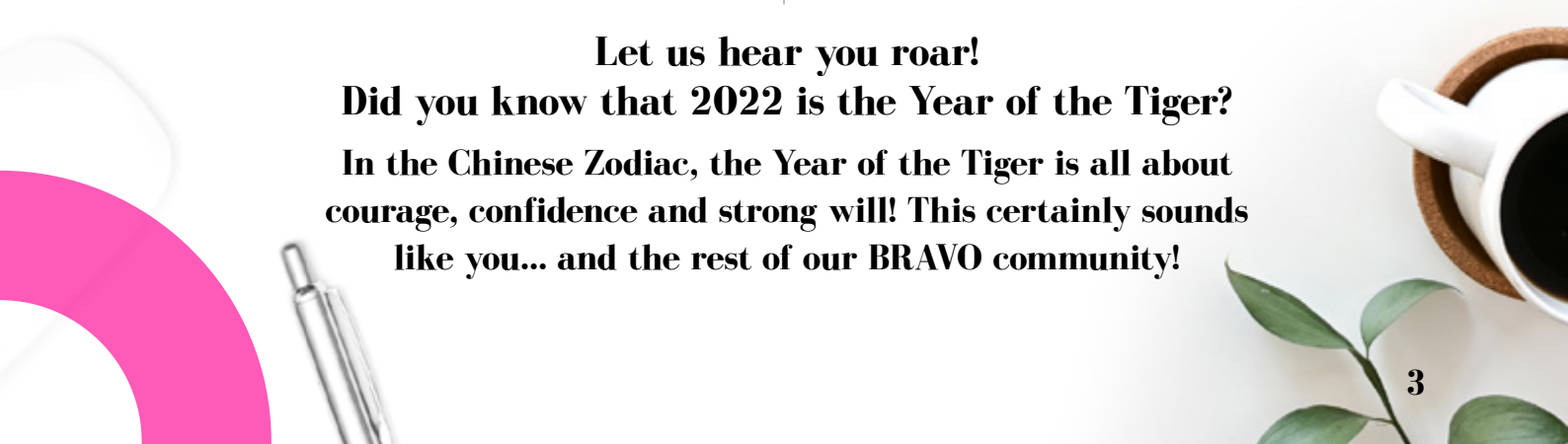
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**Let us hear you roar!**

**Did you know that 2022 is the Year of the Tiger?**

**In the Chinese Zodiac, the Year of the Tiger is all about courage, confidence and strong will! This certainly sounds like you... and the rest of our BRAVO community!**





# Your **BRAVO** briefcase

**You've got to have the right tools for the job.**

**BRAVO** is an eight month leadership development program with all the tools you need to rocket your professional growth this year.

The program is packed with valuable learnings, the best conversations, countless tools, strategies and inspiration to help you negotiate the career you want.

You will have opportunities to create new connections and build your network and hear directly from inspiring women and directly ask them questions.

Here's what you'll find in your briefcase -

## Events to Inspire

You will be invited to two amazing events - see some of the world's greatest women cover topics that will leave you feeling inspired and ready to take on anything!

The **BRAVO** launch event will provide an opportunity for our 2022 members to come together and celebrate the start of an amazing journey.

A few months later, you will receive your exclusive invitation to our flagship event - an afternoon of high vibe, high energy and high performing women sharing their success (and failure!) stories.

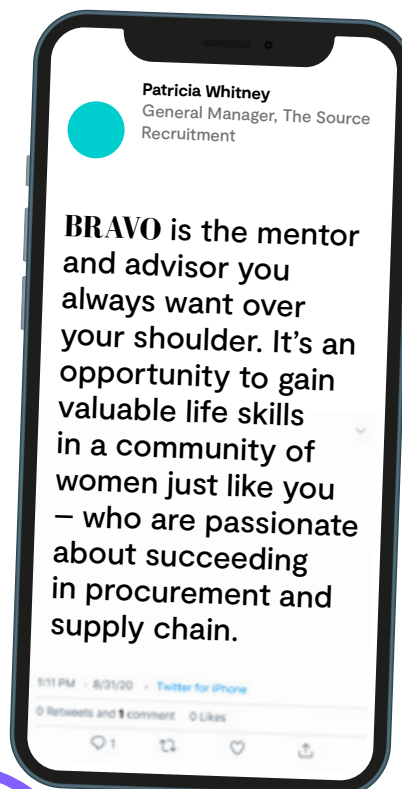
## Masterclasses that Matter

Curated to cover the issues that will help you build courage and take charge of your career. Delivered online by world-class thinkers, you will be invited to 5 x 60 minute masterclasses

jam-packed with case studies, practical advice, tools and live Q&A opportunities to fuel your learning and your energy levels.

## Mentoring

You are invited to join a truly inspiring women-only learning and mentorship program designed exclusively for ambitious women in procurement and supply chain. You will have 4 unique opportunities to either be a mentor or a mentee and connect with other **BRAVO** members to discuss topics to benefit you both personally and professionally.



## A Buddy

Our alumni have told us how much they loved connecting with other women in the same profession. This year, you have the opportunity to be matched with another female procurement executive from anywhere in the world to share your **BRAVO** journey with and hopefully develop a lifelong professional connection.

## Program Workbooks

To help put your learnings into action, we've gathered all the resources, including digital handouts and worksheets, from the program together in one hub. You can find practical worksheets and information to reference as you operationalise your learnings and embed new skills into your ways of working.

## Library of Inspiring Women

You'll get exclusive access to our online library of talks and resources produced by inspiring women – some from procurement and others who are leaders in their field of career development, coaching and motivation.



## Global network membership

Because **BRAVO** is more than just a learning program or a series of networking events, it's about building a community of like-minded women in procurement who want to be part of something bigger. We've created an online group on Procurious for women in procurement to gather and interact with members of the procurement profession around the world.

## Journal

You will also receive your unique **BRAVO** journal – a keepsake to record some of the insights and inspirations you learn along the way.

**REGISTER NOW** To become a member of the BRAVO program, you can register [here](#)



# Your 2022 professional development program



Here's the path your eight month leadership  
journey will follow

## Launch!

Held virtually over 90 minutes this is your opportunity to kick start your **BRAVO** journey with a BANG!

You'll also get the exclusive chance to hear Tania Seary. Tania is a leading procurement & supply chain entrepreneur and is recognised as one of the most influential members of the global procurement & supply chain profession.

## Masterclass 1

Strengthen your inner (cheer) leader



**Nicky Abdinor**  
Clinical Psychologist

Your inner critic can be critical, demanding and guilt-inducing. Stop comparing yourself to others and doubting your abilities. Learn how to strengthen your voice, regulate your

emotions and cultivate optimism. Change your crisis response from "Can I do this?" to "HOW can I do this?"

## Masterclass 2

The art, science and practice of highly collaborative Relationships



**Kate Vitasek**  
Author, educator &  
architect of the Vested  
business model

Do you ever feel like the relationships you build at work are simply transactional? There is no emotion, no collaboration and it's all about getting the deal.

These days, businesses rely heavily on strategic and collaborative relationships with purpose to drive their business forward. Learn the art, science and practice of highly collaborative win-win relationships that will forever change the way you and your company approach partnerships.

## Mentoring Session 1

### The Art of Networking



**Hayley Angell**  
Networking & confidence  
speaker

Learn how to tap into the almost limitless resources available within your network – if you will only ask for them. You'll walk away with the ultimate networking mantra – six words that will transform your approach forever!

## Flagship Event

A packed program of learnings, the best conversations, countless tools, strategies and inspiration to help you negotiate the career you want. Over four-hours, we will cover all the issues that matter, by the women who deserve to be seen.

This year's event is set to be interactive and action-packed ... we'll announce details shortly!

## Masterclass 3

### Lean into Tough Conversations



**Angela Giacoumis**  
CEO of Emotous

Do you avoid tough conversations? If so, you're not alone! Our ability to navigate tough conversations is an essential skill set when leading a brave and courageous life. Explore the essential toolkit for leaning into tough conversations with confidence.

## Mentoring Session 2

### Leadership Development- Get comfortable with being uncomfortable



**Joanna Martinez**  
Founder, Supply Chain  
Advisors LLC

Just because you've nailed the technical aspects of your role, doesn't mean you have the skills to be a great people leader. Learn how to optimise your time and maximise the performance of your key stakeholders, peers and reports. Be prepared to face uncomfortable challenges for some big results!

## Masterclass 4

### CPO Spotlight - Ask Us Anything!

MODERATOR:

**Rachel Lemos** - Director of Supply Chain Management, BC Ferries and Co-Chair, The Sustainable Procurement Pledge.

What would you ask some leading CPOs if you had the chance? How they identified future leaders? What were the biggest career mistakes they made? In this panel discussion you will learn top leadership lessons and be able to ask anything!



### Mentoring Session 3

Negotiate, Negotiate, Negotiate!



**Natalie Reynolds**  
Negotiation Consultant  
and Professor of  
Negotiation

Negotiation is vital to the success of your role in Procurement, so let's uncover the top 5 Negotiation tips, put them into action and see which ones work best for you!

### Masterclass 5

Do Business Differently



**Lucy Bloom**  
Speaker, Author,  
Consultant

Lucy will take you on a roller coaster ride full of fascinating experiences and business learnings. Discover why fun should be a factor in your strategic plan, why kindness and optimism feed your bottom line and how ordinary people can do the extraordinary.

### Mentoring Session 4

Build your Brand on LinkedIn



**Amy Smith**  
Business and LinkedIn  
Strategist, Coach and  
Speaker

We all know LinkedIn is an invaluable platform for building a brand that will lead to business and career advancement. Learn four valuable steps that will double your opportunities through LinkedIn and leave an impression that lasts!

*\* Mentoring and masterclass topics are subject to change.*



**REGISTER NOW** To become a member of the BRAVO program, you can register [here](#)

# No One belongs here more than you

No matter where you are in your career journey, you will benefit from this program. **BRAVO** is for procurement and supply chain thought leaders, next generation rising stars, women returning to the workforce, first-time managers – in short, women who want to advance their career and drive real world change.



It doesn't matter if you're from a small business or large, you will quickly feel at home within this network when you realise women – no matter where they are – face the same challenges.

You will more than likely get the opportunity to meet and connect with women from companies like BP, American Express, HSBC, Westpac, Orica, PwC, Rio Tinto, Sanofi, Santos and Shell.



# What do people say about **BRAVO**?

Last year **BRAVO** had more than 400 members across 56 companies who attended 11 events with 45 speakers. More than 100 women participated in the mentoring program.

INTERESTING AUTHENTIC WORTHWHILE  
PASSIONATE **SUPPORTIVE**  
INSPIRING ENGAGING  
**DIVERSE** **POWERFUL** **INFORMATIVE** **MOTIVATING**  
PRACTICAL **EMPOWERING** HELPFUL  
ENLIGHTENING CONNECTION  
THOUGHT-PROVOKING  
RELATABLE

★ **9.6/10** Flagship event ★ **9.8/10** Masterclass series

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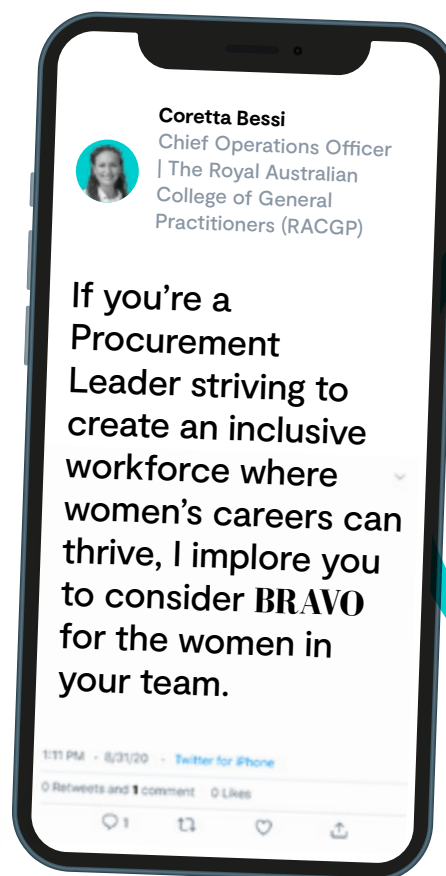


# How do I pay for **BRAVO**?

We are here to ensure as many women as possible have access to this program. Please reach out to our **BRAVO Community manager** if you would like to learn about our flexible payment program or our scholarship program.

## You don't get what you deserve, you get what you negotiate

Most **BRAVO** members have the program funded by their company. The letter on the next page is a starting point for crafting something convincing to your boss...



**REGISTER NOW** To become a member of the **BRAVO** program, you can register [here](#)

## New message

To

Subject

Dear <insert your manager names>,

I know <insert your company name> is committed to creating a diverse workforce and is striving to achieve a 50/50 gender representation at the senior level.

The vision of <insert your company name> is to cultivate the next generation of female leaders in the global procurement and supply chain sector at a time when procurement and supply chain are more important to our business success than ever before.

Procurement and supply chain has never been more critical to business success than ever before. This is the time to invest in career development. After much research, I have recently become aware of the BRAVO leadership program that meets many of the immediate hard and soft skill development needs, namely <insert skills you think are essential for you to learn here>.

The investment required is \$2,999 which includes eleven training events, including:-

- 5 Masterclasses
- 4 Mentoring sessions
- 2 Inspiring events
- Access to videos and workbooks
- Online global procurement network

This equates to less than \$275 per training event, which I hope you agree is great value.

An investment in the 2022 **BRAVO** Leadership Program will support my personal and professional growth while also ensuring <insert your company name> to strengthen the relationships beyond our team. As a result, this investment will lead to more impactful and positive outcomes professionally while acting as an influential and supportive advocate for women and their careers within our organization.

Masterclasses are part of the **BRAVO** program, which provide substantial outcomes for my development and the development of <insert your company name>. One of the overarching goals for the program is to shine a light on ALL women in the supply chain, which, as you know, will also support our focus on improving our modern slavery and ethical sourcing performance.

The program starts in late May. Please let me know your thoughts on this leadership program as soon as you have had time to consider.

I'm always up to chat about my career development whenever you are free!

Sincerely,

Send



# The details

## Membership pricing and inclusions

### Membership Price

**\$2,999**



#### DATES

#### Launch event

Wednesday 6th April - 3:00pm - 4:30pm CT

#### Flagship event

Wednesday 21st September

#### Mentoring\*

Tuesday 13th September

Tuesday 18th October

Tuesday 8th November

Wednesday 14th December

#### Masterclasses\*

Tuesday 24th May

Wednesday 29th June

Tuesday 11th October

Thursday 3rd November

Tuesday 6th December



*\*Mentoring and Masterclass dates are subject to change*

### Venue

All events will be held virtually on the Procurious platform. The flagship event, masterclasses and mentoring events will be made available on demand after each event.



### Register now

To become a member of the **BRAVO** program, you can register here

And if you have any questions, we'd love to answer them for you.



**Kathryn Lynch-Crowe**

Bravo Community Manager

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**@TheFacultyHQ | #BRAVO2022**



**RioTinto**