

# ShowUp!

## Company Information





## Are **YOU** Showing Up?

- Do you always show up? Or are you “just present?”
- Do you look, act and embody the part—not just of your role, but of the role you strive for?
- Do your words have meaning, and are you an articulate speaker and conscientious participant?
- Do you exude professionalism and a powerful executive presence or are you often lost in the shuffle of the 9-to-5?
- Do you speak, present and engage effectively, with ease, authenticity and consistency?

In today’s increasingly competitive marketplace it’s essential that professionals of all levels **SHOW UP**—and not simply be present—every day. By showing up you instantly become more relevant, readily creating those critical connections and ultimately building the essential respect-based foundation you need to get ahead.

ShowUp’s mission is to help high performing and high profile leaders show up when it matters most; for the job, the deal, the media interview, the promotion, the presentation, etc. We elevate their appearance, behavior and communications - catapulting their careers, companies and causes to the next level.

## About the Company

ShowUp! is based in the Washington, D.C. area and has fast become a go-to for female and male leaders, executives, entrepreneurs, politicians and organizations who are committed to raising the bar and showing up for the successes they deserve.

Through targeted corporate training facilitation from entry level through executive, group keynotes and workshops, and individualized one-on-one coaching, we make an impact through:

- Personal brand development and image management— elevate your game and brand yourself as a relevant, respectable and reputable leader...who gets results!
- Individualized personal style consulting—you’ve got to look the part if you’re going to be the part.
- Business etiquette—don’t just look the part. Act it, too.



## You will benefit from ShowUp! services if any of the following apply:

- Your profession is highly public (think media personality, speaker or politician) or client-facing (think consultant or salesperson)
- You want to fast-track your climb up the corporate ladder
- Your reputation is in need of repair
- Your career growth is stagnant or you’re being passed over for promotions
- You are not sure if you are perceived as the confident, trustworthy, talented executive or entrepreneur that you are
- Your job search or career change efforts have not been successful
- You want to increase your visibility and stand out in the crowd





## Results-Driven Approach

Through targeted training and a hands on approach, ShowUp! works with individual and corporate clients to forge actionable, strategic plans that leverage communication coaching – from non-verbal body language techniques to verbal strategies like small talk, power dressing, wardrobe management, executive presence and business etiquette.

ShowUp! is rooted in the notion that excelling in business is all about four Rs: Relevance, Respect, Reputation and Results. Our coaching starts with three essential elements that, when perfected, will allow you to present a total package - appearance, behavior and communication. ShowUp! helps you assess, refine and leverage these foundational accelerators so you are operating at your fullest capability.

## What Makes ShowUp! Unique?

ShowUp! services are not just about improving or updating your look, enhancing your presence or helping you get noticed at work. It's about the total package: looking, acting, projecting and being the part, inside and out. This “total package” perspective is also what distinguishes ShowUp! from the competition.

A stylist or personal shopper buys, but doesn't see beyond the head-to-toe. An etiquette expert refines, but stops short of strategic style. Corporate training pros talk the talk, but often they've never walked the walk. In order to truly show up you've got to have it all.

**R**eputation: it's the essence of your personal brand—it's what people say about you when you leave the room. Your reputation lays the groundwork for a future of successes

**R**esults: the intersection of the “Rs” is what drives results. And that's what separates the simple doers from the innovative leaders

“Ms. Harris' energy and enthusiasm filled the room and inspired and educated everyone to define their personal brands to adapt to the ever-changing business world.”

Oscar W. Mardis, Chapter President  
National Black MBA Association, Inc., D.C. Chapter

**R**espect: by being relevant and doing the right thing you'll gain the kind of respect that drives your career forward

**A**ppearance: If you want to be the part you need to look the part  
**B**ehavior: Don't “fake it til you make it.” Be the strong, confident, capable professional you are!  
**C**ommunication: Your ability to effortlessly communicate effectively is essential to getting ahead



**R**elevance: it's your relevance— your skill set, experience, talents and personal drive—that gets you in the door



## Professional Speaker

ShowUp! sessions are ideal for organizations of all sizes, from large group keynotes to intimate seminars or workshops. ShowUp! offers powerful, action-oriented keynotes, workshops and seminars designed to wow your audiences. We will develop a custom session that meets your specific needs or you may select from one of our flagship sessions:

- Relevance. Respect. Reputation Results!
- Heels to Deals™
- You've Got Substance. Now Get the Style
- Looking Good is Good. But It's Not Enough

**! The Result:** Each session integrates positive, forward-thinking best practices that participants can immediately take away and utilize in their day-to-day and long-term professional careers.

“Because of this powerful session, our fellows are one step closer to their next promotion.”

-Ann Marqueze, President  
National Hispana Leadership Institute

## Corporate Trainer

ShowUp! corporate training solutions range from intimate one-on-one coaching appointments with high value and high potential employees to targeted training facilitation for medium-sized to large groups of employees. Any business or organization can benefit from ShowUp! coaching and training—but more than ever if:

- You have a sales force that significantly impacts your company's bottom line
- Your business is heavily consumer-facing—think pharmaceutical sales, customer service, retail and hospitality
- You are looking to foster leadership development and growth among women and/or minorities in your organization
- You have a network of high potential employees within your business, and need fast-track programs to help them excel
- Your business relies heavily on entry-level support or integrates an internship training program throughout the year

**! The Result:** A work force that performs and produces at higher levels with greater efficiency, greater morale and a greater commitment to their personal success and the success of the overall organization. Any business or organization can benefit from ShowUp!



## Personal Brand Coach

Perception can make the difference between winning and losing—the job, the sale, the deal, the promotion, the contract, the vote and much more. How your customers, colleagues and constituents perceive and judge you—how you brand yourself and how you show up—is what ultimately moves the needle.

Whether it's verbal and non-verbal communication coaching, personal styling and wardrobe management or even business etiquette for the boardroom and beyond, ShowUp! helps you achieve the success you deserve.

**! The Result:** Our program is designed to maximize all aspects of appearance, behavior and communications, which along with the four Rs, work in tandem to get you where you need to be professionally and personally: to the very top.

## Personal Stylist

By enhancing your visual calling card— yourself—you'll look better, feel better and be able to fully show up looking the part, in every way.

Style should speak to your strengths rather than potentially sabotaging your success. Following a comprehensive one-on-one assessment and style analysis, we will craft a targeted styling program that fits your unique needs, lifestyle, aspirations and budget.

**! The Result:** You'll learn how to dress for success every day, and how projecting the perfect external appearance maximizes your reputation and professional presence—and, more importantly, how you can harness that knowledge to increase your day-to-day and long-term successes.

“If you are willing to invest in yourself and think about your image, then this personal branding session offered by ShowUp! is very necessary.”

-Alicia R. Hayes, Director,  
HR Field Operations  
Verizon Wireless



ShowUp! works with high performing, high potential individuals and organizations from a variety of fields to include legal, medical, private and public sectors, non-profit, media, arts and entertainment, and politics.

What do they have in common? They're power players who want to reach even higher. They want to look the part, act the part and be the confident, charismatic professional who gets it done. They aren't satisfied with the status quo. They elevate the playing field every time, and when they show up there's no limit to how far they'll go.

## Corporate/Organizational Clients (Partial List)

- Verizon Wireless
- McGuire Woods, LLP
- Capital Concierge
- National Hispana Leadership Institute (NHLI)
- Heart Rhythm Society
- Delta Career Education Corporation
- Women in Technology (WIT)
- Loudoun County Chamber of Commerce
- National Black MBA Association (NBMBA)
- Girl Scouts of the National Capital Area
- Congress Jim Moran's Women's Issues Conference
- National Association for the Advancement of Colored People (NAACP)
- Dress for Success Washington D.C.
- Bethesda Women in Business Conference
- Northern Virginia Women in Business Conference



“Weekend attire has a whole new meaning for me”

Melinda

“This experience allowed me to see myself from another perspective – both inside and outside!”

Shonika



## Will YOU ShowUp?

When someone truly shows up, you know it. Within seconds you're impressed, intrigued, engaged and want to learn more — and maybe even do business with them in the future. In every setting and every environment, they're great leaders, power players and innovative thinkers, and it always comes through and always makes the difference.

“I'm told I look 10 years younger. Biggest bonus...my wife loves the new look!”



David