

THE
VANGUARD
NETWORK

Partner Opportunities Life Sciences

Why become a Vanguard Partner?

Executive Summary

Vanguard creates unique, intimate leadership conversations with top executives.

You participate as peers and experts in your domains.



The leadership sessions open opportunities for you to demonstrate **strategic leadership, build trust-based relationships, and create strong networks.**



This builds and reinforces top tier relationships for the long term. Vanguard sets you apart as a trusted partner, **and opens doors to business growth opportunities.**

From Vendor to Peer

What We Do

We are a by-invitation membership organization of CEOs, C-suite leaders, and Board Members across sectors.

We uniquely catalyze conversations and peer collaboration among these top executives around real-world leadership.

Members learn from each other and look around corners to anticipate and respond to critical challenges.

Who We Are

A team with a decade of experience convening and curating membership networks and programs for current and future top leaders. We have special expertise in creating trust-based interactions and action-oriented outcomes.



How We Do It

Getting the Right People in the Room

The Vanguard experience is uniquely attuned to our members and participants—from Board members, to CEOs and C-suite leaders, to future top leaders.

The common denominator of the Vanguard Networks is developing real-world leadership and long-term networks.

Instead of lectures and presentations by outside speakers, we know that the most important conversations on leadership are catalyzed by the Vanguard Network participants.

Whether in face-to-face Forums or online exchanges, our members engage with each other on leadership challenges that matter most to them. In these intimate settings, participants gain leadership insights from each other, and tackle approaches to their most urgent issues, often via small group simulations and real-world scenarios.

From these experiences, vital personal networks among members are formed. These trust-based communities of peers are at the heart of how Vanguard creates value.

No podium. No PowerPoint. No presentations.



Tom Sabatino

*Chair, Vanguard GC Network
Past General Counsel, Rite Aid*

“

One quality sets apart successful companies and successful executives: high-performance leadership. Developing great leaders, and supporting their work, is where the Vanguard team really excels.”



Noni Ellison

*EVP and General Counsel
Tractor Supply Company*

“

I value Vanguard because I learn something at every session that makes me a better leader - and I also grow my network.”






David Pyott

*Chairman, London Business School
Board member, Philips*

“

Vanguard creates intimate top leadership conversations, about things that really matter.”

The Vanguard Network

Board Members	Life Sciences	General Counsel	Senior Counsel	Sustainability Leaders	New Leaders
Cross-sector Members	CEOs	Cross-sector Members	Cross-sector Members	C-suite Members (non-profit & commercial)	High potential early- and mid-career high potentials
					

Networks, Events & Programs

WHAT

- **Networks** bring together leaders in specific sectors and/or functions for a wide array of meetings and experiences
- **Forums**: Flagship face-to-face, peer-driven events on timely leadership topics. Forums convene members of specific Vanguard Networks (e.g., General Counsel, Life Sciences CEOs)
- **Exchanges**: Monthly virtual conversations on hot topics for participating members
- **Development Programs**: Leadership development programs
- **Vanguard Network Events & Content**: An array of Vanguard leadership resources including webinars, video content, podcasts, and more

WHO



GENERAL COUNSEL

SENIOR COUNSEL (GC direct reports)

LIFE SCIENCES CEOs

CHIEF SUSTAINABILITY OFFICERS

NEW LEADERS



GENERAL COUNSEL

LIFE SCIENCES CEOs



GENERAL COUNSEL

SENIOR COUNSEL (GC direct reports)

LIFE SCIENCES CEOs

CHIEF SUSTAINABILITY OFFICERS



SENIOR COUNSEL (GC direct reports)

NEW LEADERS



All the above, PLUS

BOARD MEMBERS

INVITED GUESTS



The Vanguard Network Partnering Opportunities



Partnering Opportunities **Vanguard Forums**



GENERAL COUNSEL NETWORK



LIFE SCIENCES CEO NETWORK

Forum Highlights



Signature ½ day, face-to-face Vanguard programs for members and select guests in the respective network (e.g., GCs, Life Sciences CEOs). Five-six sessions per Forum. Two Forums annually: Spring and Fall.

Uniquely interactive, confidential, peer-to-peer conversations on top leadership topics that matter most to the participants.

Small group work on simulations and real-world leadership dilemmas. Participants capped at 30.

Includes lunch, networking reception, and intimate dinner.

No podium. No PowerPoint. No presentations.





GENERAL COUNSEL NETWORK



LIFE SCIENCES CEO NETWORK

Forum Partnerships

Executive Partner:
\$35k per Forum

- Host the Forum at your offices (with support from TVN)
- Host the networking reception
- Participate as a peer in the entire Forum and networking reception
- Lead one Vanguard-moderated session during Forum, featured in two additional sessions
- Your session included in the forum playbook (meeting notes), includes your branding; you may send directly to your lists
- Featured in the forum highlights video sent to the entire membership; you may send directly to your lists
- Vanguard holds (for a limited registration period) five complimentary seats at the Forum for your invited clients/guests, plus complimentary annual Vanguard Network memberships (\$5,000 value each) and a 50% event Forum attendance fee discount for your other guests (\$2,500 value each)
- Opportunity to host the dinner for participants following the event
- Opportunity to host one or more additional early evening networking receptions for Vanguard members and guests in targeted metro areas

*Uniquely deep, interactive face-to-face engagement and
networking with clients and prospects.*

THE
VANGUARD
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GENERAL COUNSEL NETWORK



LIFE SCIENCES CEO NETWORK

Forum Partnerships

Sustaining Partner:

\$30k per Forum

- Participate as a peer in the entire Forum, reception
- Lead one Vanguard-moderated session during Forum
- Your session included in the Forum playbook; you may issue this to your target list
- Featured in the post-Forum highlights video sent to all participants and invitees
- Vanguard holds (for a limited registration period) three complimentary seats at the Forum for your invited clients/guests, plus complimentary annual Vanguard Network memberships (\$5,000 value each) and a 50% event Forum attendance fee discount for your other guests (\$2,500 value each)
- Opportunity to host one or more informal early evening networking receptions for Vanguard members and guests in targeted metro areas

Supporting Partner:

\$20k per Forum

- Participate as a peer in the entire Forum reception
- Lead pre-launch workshop session
- Your session included in the Forum playbook; you may send to your invitees
- Vanguard holds (for a limited registration period) two complimentary seats at the Forum for your invited clients/guests, plus complimentary annual Vanguard Network memberships (\$5,000 value each) and a 50% event Forum attendance fee discount for your other guests (\$2,500 value each)
- Opportunity to host one or more informal early evening networking receptions for Vanguard members and guests in targeted metro areas

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Partnering Opportunities **Vanguard Exchanges**



Exchange Highlights

Vanguard Exchanges are monthly (quarterly for Life Sciences CEOs) virtual conversations for our members on hot leadership topics that matter most to the participants in the respective network.

Each candid, confidential and intimate exchange runs ~60-90 minutes.

The exchanges are convened, managed, and moderated by Vanguard.

Participation in each exchange is limited to 20 members.



Exchange Partnerships

Supporting Partner: \$25k-\$30k annually

- Participate as a session leader on agreed topics for two selected exchange sessions during the year
- Nominate qualified participants, subject to concurrence by the Advisory Board
- Playbooks of session highlights for each session issued to all participants, with your branding
- Lead an additional virtual workshop on a leadership challenge prioritized by the members
- Provide up to six customized, branded briefing documents to set the framework for selected sessions. Provide ad hoc additional content in between sessions as appropriate.
- Optional: Opportunity to host a face to face Vanguard members networking event in one or several key markets

Engage as a peer with top leaders on their urgent challenges.



Partnering Opportunities Development Programs



New Leaders Program

Highlights

- Customized twelve-month program for early- and mid-career high-potential leaders. Sector agnostic.
- Monthly after-work modules plus networking event, and interactive virtual elements
- Uniquely impactful curriculum features peer-to-peer interactions, engagement with senior executives, and networking events. No podium, no PowerPoint, no presentations.
- Tailored mix of face-to-face and virtual sessions
- Menu of session topics, from self-awareness, to leading by influence, to collaboration and accountability, to developing and executing on a strategy, to meeting management and more
- Participation capped at 25 per cohort

Special opportunities to create long-term, peer-to-peer relationships with the future top leaders in the program and their sponsoring firms.



New Leaders Program

Partnerships

Executive Partner:

\$20k across the 12-month program

- Co-lead one session
- Provide branded insight content (text, podcast or video) for three sessions
- Engage in three session planning and development sessions with executive sponsors and Vanguard (in connection with the above insight content)
- One executive may attend each of the post-session networking events
- With the concurrence of the Advisory Board, enroll up to two participants in the program
- Host one additional special networking session for participants and their executive sponsors

Forge special, long-term, peer-to-peer relationships with the future top leaders in the program and their sponsoring firms.

Vanguard Network Senior Advisors

The Vanguard Network Senior advisors provide advice and counsel on all aspects of programming, membership, and partnerships.

They also contribute to Vanguard events and programming agendas and curriculums, and actively participate as session leaders and faculty.

Vanguard Network

Selected Life Sciences CEO Network Advisors



Cal Roberts
*President & CEO,
Lighthouse Guild*



Corinne Le Goff
*Chief Commercial Officer,
Viatris*



Tom Appio
*CEO,
Bausch Health Companies Inc.*



Jay Galeota
*CEO & President,
Kallyope*



Judy Gawlik Brown
*Member of the Board of Directors,
Belden*



David Pyott
*Chairman,
London Business School*



Viq Pervaaz
*Senior Advisor,
The Vanguard Network*



Paul Hastings
*CEO,
Nkarta Therapeutics*



Nancy Lurker
*Executive Vice Chair,
EyePoint Pharmaceuticals*



Fred Hassan
*Managing Director, Partner,
Warburg Pincus LLC*



Cameron Durrant
*Founder, Chairman and CEO,
Taran Therapeutics, Inc.*



Aaron Mertz
*Director, Science & Society Program,
The Aspen Institute*

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From **Vendor** to **Peer**

For More Information

The Vanguard Network

<https://www.thevanguardnetwork.com>

Tony Powe

Chief Operating Officer

tony@vanguardgroup.nyc

Nico Kenary

Marketing & Business Development Lead

nkenary@vanguardgroup.nyc

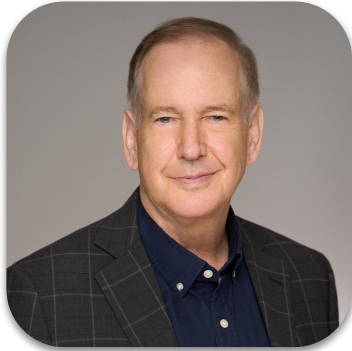
Hope Novak

Executive Administrator

hnovak@vanguardgroup.nyc



The Vanguard Network



Ken Banta
Founder & CEO
The Vanguard Network

Ken Banta is Founder and CEO of The Vanguard Network. He has spent decades as a top management executive and advisor, working with CEOs and senior executives on leadership, organizational transformation and corporate positioning.

Ken has helped to lead eleven successful global transformations and turnarounds, and has advised on many more.

Ken writes regularly for HBR. He is a contributing author to “*HBR’s 10 Must Reads for CEOs*” and “*HBR’s 10 Must Reads on Career Resilience*”.



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