

FRACTIONAL LEADERSHIP MODELS

A practical, executive-level evaluation of your sales organization.

Fractional leadership gives companies the strategic direction of a senior executive without the cost or commitment of a full-time hire. Below are the structured engagement models available, each designed to meet your organization where it is – and support where it needs to go.

ADVISORY



FUNCTION

High-level executive support & guidance



TIME COMMITMENT

4–8 hours per month



IDEAL USE CASE

Teams looking for oversight, strategic decision-making, or better prioritization



LEVEL OF INVOLVEMENT

Light–non-operational, big-picture leadership

FRACTIONAL LITE



FUNCTION

Part-time leadership + hands-on execution in key areas



TIME COMMITMENT

1 day per week



IDEAL USE CASE

Teams needing consistency, better processes, or support in critical meetings



LEVEL OF INVOLVEMENT

Moderate–structured execution in key functions

FRACTIONAL CORE



FUNCTION

Hands-on operational leadership embedded in the business



TIME COMMITMENT

2–3 days per week



IDEAL USE CASE

Organizations facing rapid growth, heavy workloads, or leadership gaps



LEVEL OF INVOLVEMENT

High–daily operations, team leadership, and execution

INTERIM EXECUTIVE



FUNCTION

Full-time executive authority and decision-making



TIME COMMITMENT

Full-time for a defined duration



IDEAL USE CASE

Leadership gaps, rapid change, or urgent stabilization needs



LEVEL OF INVOLVEMENT

Very high–full responsibility, full ownership

No matter which engagement model fits your organization, the goal remains the same: provide the leadership, clarity, and momentum your business needs to move forward. *Start your sales transformation today by visiting TheFractionalExecutiveNetwork.com or calling 630-885-6257!*

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