



#### Road to Sixty:

Global Expansion Overview

#### **Overview**

• 2025 Active Chapters: 25% annual growth

• 2026 Projected Launches: minimum 10

Future Pipeline Regions: Middle East; Asia; Europe, South America,

India

Target: 60 global chapters by end 2030

Current: 15

End of 2026: 25

Regional launch clusters: Africa; Europe & Iberia; South America; CEE

& Nordic; Asia





## 2026 Regional Phased Rollout Strategy

Europe & Iberia – April/May

South America - June

Africa – August

Central Eastern Europe & Nordic – September

Asia – October

# The WPO Launch Blueprint for new chapters Global Standard – 6 month process prelaunch

- Recruit Chair + Ambassador: per city
- Secure host sponsor: for launch & monthly meeting space (catering; AV)
- Chair training: online < 9 members; in-person from 10th member in Europe
- 120 vetted candidates' triggers launch date: aim for attendance of 50 qualified attendees
- EEF attendance rules: apply by Year 2;
- Al-driven database sourcing: chair using LinkedIn outreach drives success;
- Regional Linked In pages: to market WPO and the launch
- Launch event activates chapter

### Growth Mandate Existing Chapters

- 10 members by December 2025
- 15 members by August 2026

#### 2026 priorities:

- Al leads sourcing to assist chair through her Linked In
- LinkedIn regionalization
- Regional head Iberioamerica
- Regional summit Cape Town 18 February 2026
- EEF attendance rules apply from 2026 <10 chairs pay own travel and accommodation
- Introduce regional onboarding fee and incrementally increase dues

# AI, LinkedIn and Regional Marketing Infrastructure to build Road to Sixty

- Al-sourced candidate lists aligned to WPO criteria for new and current chapters
- Strengthen global brand presence Regionalized LinkedIn pages for geo-targeted outreach per city for launch then permanently to continent for ongoing community
- Chair engagement with Al lists & Linked in a critical success factor
- Linked In templates with WPO info with content, images, graphics and carousels for brand, marketing and messaging consistency

### Key Risks and Mitigation Strategies

- Sponsor/venue delays → Mitigation: alternative global partnerships
- Weak database quality → Mitigation: Al-led sourcing; Linked In boosting;
  Sales Navigator
- Chapters stagnating under 10 members and Chapters consistently under 15
  members → Mitigation: the 15×15 growth model, LinkedIn discipline;
  monthly metrics
- Funding for growth strategy

### 2026 Expansion Success Metrics

- Number of new chapters with minimum 10 members launched by end of Dec 2026
- Database growth: CRM; Al lists, targeted regional digital marketing;
- Conversion at launch events: 50 qualified attendees;
- Chair marketing activity: LinkedIn outreach volume, brand training and marketing language templates, graphics & images;
- New chapters: Time to 10 members (≤ 6 months), time to 15 members (≤15 months);
- Existing chapters to 10 members by Dec 2025 and 15 by August 2026