

BOOST training programmes

engage
empower
inspire

Your people. Our passion.

enjoy!
COACHING

BOOST your Leadership skills

How to engage , empower and inspire your team

Why should I attend ?

At Enjoy Coaching we believe that Leadership is less about personality and more about doing certain things well. In this fast moving workshop we explore the 5 C's all business leaders must master – Clarity , Commerciality, Communication, Connectivity, Coaching.

Whilst others may promote leadership theories, this workshop shows you exactly how to get the most out of your people and create a truly empowered culture. Fast paced and down to earth, this workshop is full of practical tips that any leader can adapt to their own style.

Who should attend ?

New and experienced managers alike will benefit from this overview of best leadership practice. For new managers this workshop represents an invaluable opportunity to shortcut the learning process involved in becoming an inspirational leader and for more experienced managers what better than to take stock of how the ideas presented here can add value to your style of leadership.

What does it cover ?

Here are just some of the topics covered

- Clarity - The 5 C's leadership model
- The 6 P's behind every successful business vision
- Why values are important and how to make them "live"
- The BOB philosophy behind every successful leader
- What people do and don't want from their leader
- Commerciality – planning & measuring performance
- Connectivity - The Empowerment Circle
- Communication – how to Zap people
- Coaching - the 4 I's of coaching every leader should master

BOOST your Emotional Fitness

How to reduce stress and build better relationships

Why should I attend ?

Controlling our natural instincts and emotions is one of the biggest challenges we all face. For leaders the challenge is even greater. Expected to set direction, deliver results, maintain team morale, resolve conflicts, remain calm under pressure, deal with underperformers and engage with a wide spectrum of people from customers to shareholders, leaders have to be constantly aware of their own emotions and reactions and those of the people around them.

In this unique workshop we examine what drives human emotions and explore ways leaders can better identify and control their emotions to prevent personal stress and promote greater team commitment and motivation.

Who should attend ?

This workshop is recommended for any manager or leader who wants to learn the secrets of controlling their own emotional responses, reduce their personal stress levels and develop greater empathy and positive relationships with others.

What does it cover ?

Here are just some of the topics covered

- Why we have emotions
- How emotions work
- The human SEARCH – a brief look at the instincts that drive our emotions
- The most common emotions
- The impact of emotions in the workplace
- How to develop greater emotional self awareness and self control
- The 6 E's essential for positive relationships
- How to cope with emotional overload

BOOST your coaching skills

Why should I attend ?

For any organization wanting to engage and empower it's people, adopting a coaching rather than a command and control culture can be, in our experience, the quickest way to transform team performance.

In this workshop we examine practical ways in which busy managers can quickly adopt coaching as a core part of their leadership style.

Who should attend ?

The coaching models in this workshop are unique and will be of benefit to those managers unfamiliar with the role of coaching as well as experienced managers who will learn new perspectives on their role as a coach.

What does it cover ?

Here are just some of the topics covered

- What is coaching
- How coaching differs from other interventions
- Why coach people
- The difference between competence and mindset coaching
- Listening skills
- The art of leading with questions
- The IDEAL model for performance coaching
- The FLIPPER model for competence coaching
- The CLEAR coaching model for mindset coaching

Sold!

Learn the Prescriptive Selling process that will put your team in the top 20% of sales focused people worldwide

A unique 'Assertive Engagement Selling' course based around our 3c's of effective sales - customer focus, confidence and care - that is guaranteed to have an immediate impact on your business.

Selling is actually very simple... there are endless techniques, tricks and psychological advantages you can learn but if you want to be in the top 20% of effective sales people you just need to master and practice religiously five simple, but important, steps to effective sales success...

The sold! course, held at your business, is packed full of sales procedures and solutions to allow your team to gain advantage in your marketplace and to make the most of every lead you generate.

Over the one and two day course you and your team will learn;

The benefits of rapport

What people really buy and how

The benefits of relationship building

How to understand the needs of your individual customers

How to provide a solution for your potential buyers

Closing the sale through mutual action

In addition you and your team will learn the benefits of team selling, agreeing territorial advantages as well as working towards a common goal through target setting, support procedures and where required standardised reporting and lead monitoring.

In short you will

- Increase your sales ratios overnight
- Learn the five basic steps to successful sales
- Learn how to generate endless new sales

To book your course call us today or email us at support@enjoycoaching.co.uk

Money back guarantee - SOLD!

Sales support from

If you do not feel that your 'Assertive Engagement Selling' course is going to repay your initial investment many times over, just let us know by the first break and we will refund your money in full - no questions asked.

Hear what previous delegates have had to say

"I just wanted to drop you a line to say thanks for the last couple of days. Most enjoyable and interesting 2 days training I have ever experienced in 16 years!"

"Unusual, provocative, useful and powerful. Everyone is talking about it in London."

"Very good indeed – and I normally hate this kind of thing!"

"Interesting, though-provoking, entertaining."

"I must admit that I expected this to be pretentious and irrelevant. However it turned out to be highly entertaining and thought provoking largely because of the charisma of the speaker and his down-to earth style of presentation."

"Excellent! Enthralling and very thought provoking!!"

"Very uplifting. I took away a renewed appreciation of the ability of our own minds to influence our actions & consequently those of others. This was a very valuable message."

"I found it interesting and useful."

"Very good, definitely made you think."

"He is excellent. He gives food for thought and makes his sessions lighthearted but interesting. I think he involved everyone in the room."

"Gave me chance to think about me, my team and what I want out of life!!"

"Fantastic – where did you get this guy. Held my attention throughout, and really made me think about the important things in life."

"Excellent, he was a good speaker and made excellent points which you felt were learnt from experience."

"Interesting, motivational and could be put to use in the office."

"Enlightening and uplifting and accordingly stands out as being particularly enjoyable."

"I found his talk to be very positive and motivating and was impressed that he seemed to make it relevant to everyone."

"I found the session very thought provoking and interesting and hope that all the managers present will take some time to reflect on what was said regarding the different ways people operate in their working environment."

"In the most part I thought he spoke a lot of common sense and I don't think it does people any harm to be reminded of that in this world of jargon and management"

Your people. Our passion

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