



Program Overview:

The High-Performance Management Program is designed to deliver concepts and practices that are real-world applicable for all leaders and managers that attend. The chapters focus on proactive behaviors and strategic thinking to standardize the work that leaders must master to meet the demands of today's business environment. The content consists of tools for working both in the business and on the business and tools for empowering the sales force and coaching individuals for maximum productivity.

The High-Performance Management Program also delivers fresh approaches to Motivation, Communication, Time Maximization, Planning and Setting/Achieving Team and Individual Goals.

Content is delivered through a combination of theory, interactive exercises, post session reading and real-world examples. The pace is fast, the lessons are high impact, and the challenges are both tough attainable.

Delivery takes place in 6 sessions of approximately 2 hours in duration.

Who Should Attend?

Primarily designed to support the successful efforts of the leadership team, any leader or manager that interacts significantly with operations, sales force and/or an inside sales/customer service team will find the benefit of this program.

6 Cornerstones of High-Performance Leadership and Management

6 sessions; 2 hours.

Open forum application and Management content.

3 books to read in the next year as part of the program

Inch Principle - John Condry

Blue Ocean Strategy - Renee Mauborgne & W. Chan Kim

High Performance Habits - Brendon Burchard

Session 1:

Leadership Styles

- 4 Leadership Styles (Director-Promoter-Supervisor-Sheriff)



- Using DISC to understand your team better than they know themselves
- Becoming a relevant leader to your team
- Leadership is caught, not taught

Session 2:

Schedule Control and Leadership Routine

- Time Management
- Name that meeting
- Control your schedule
- Levels of trust & Accountability
- Momentum Monday's and Action Fridays
- Monkey Management

Session 3:

Proactive Communication

- Being heard, not just talking to others
- Working with the facts and just the facts
- Communication ideas for the 5 generations in the workplace
- Assess-Assign-Action-Accountability

Session 4:

Defensive Communication

- Drama free communications
- Games people play
- Keeping responsibility where it belongs
- Encouraging truth telling

Session 5:

Delegation

- What to delegate
- When to delegate
- How to delegate effectively
- Delegation pitfalls

Session 12:

Build the team & sell the dream

- Developing a successful team
- Incentive & Loyalty in 2024
- Purpose, Vision and Culture
- What gets rewarded, gets done



Management Review

At the conclusion of each meeting, the Growth Dynamics facilitator will be available to meet with designated management for progress review, concept reinforcement and strategic direction.

Coaching & Support

Growth Dynamics will provide unlimited coaching and support of any program concept (including application to specific sales issues and situations) via phone, email, or other electronic means for the duration of the program.