



# WORKSHOPS & COACHING



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# Developing Your Team Workshops

## UNDERSTANDING BEHAVIORS SESSION WITH TEAM DEBRIEF - GREAT TEAM BUILDING

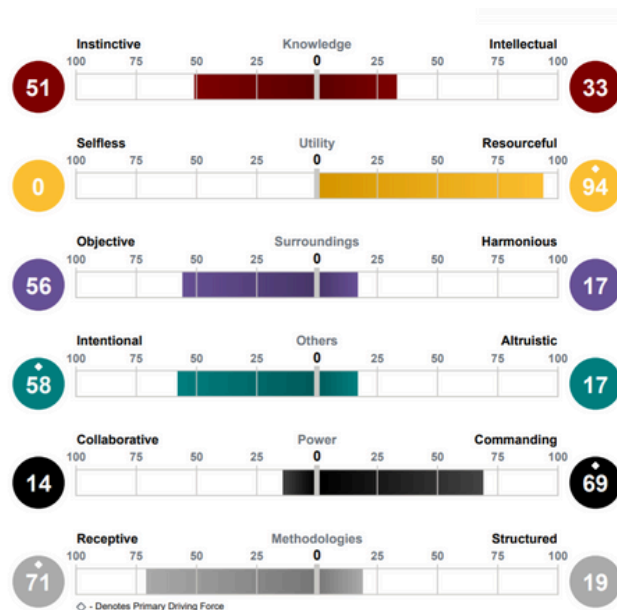
Ever feel like people are talking in a foreign language that you weren't taught? In this session, you will learn how to identify the four different communication styles.

We will discover your strengths as well as how your communication style can negatively affect others. Deep dive into your individuality to ACHIEVE bottom-line results both personally and professionally. Begin to understand why the members of your team do certain things.



## UNDERSTANDING YOUR WHY WITH TEAM DEBRIEF

What is a Driving Force? It's what makes a person get out of bed, excited for the day. It's the hidden force that energizes you to tackle your career with enthusiasm and ambition. It's a drive we feel internally compelled to fulfill. It is why we do what we do! It's so innate with each of us, however, most of us never learn how to define it and harness it. When your Driving Forces are satisfied, you feel engaged, rewarded, and energized.



## OBJECTIVES

Enhance individuals communication skills

- Understand our individual communication style and how it impacts our relationships with others
- Learn to adapt to others' styles for win-win relationships
- Increase productivity through effective communication skills within teams





## DISC (BEHAVIORS)

DISC is a universal behavioral model that goes over four separate factors:

Dominance  
Influence  
Steadiness  
Compliance.

These four components of DISC create a “behavioral makeup” unique to every individual.

Put simply: the DISC assessment measures how a person does what they do. It creates a language around observable behavior.

## The Six Sciences

### 12 DRIVING FORCES (MOTIVATORS)

12 Driving Forces is a science that measures **WHY** a person does what they do. It measures the motivation (and strength) behind behaviors, using 6 different motivators.

Those motivators are...

- Knowledge
- Utility
- Surroundings
- Others
- Power
- Methodologies

These 6 motivators are each divided into two distinct sides, measuring each factor. Based on a continuum, these 12 drivers make up a person’s cluster of Driving Forces.



### EQ & EMOTIONAL INTELLIGENCE

Emotional intelligence is the ability to sense, understand and effectively apply the power of acumen and emotions to facilitate higher levels of collaboration and productivity.

EQ stands for Emotional Quotient.

The EQ Assessment is a measure of our emotional intelligence & indicates how well we are able to manage our emotions and impact our relationships with others.

### COMPETENCIES (DNA)

This assessment was created to manage and develop an individual’s career by identifying their top personal skills, based on how they score on 25 research-based skills required by any job. Each skill is ordered according to its level of development:

1. Well-Developed
2. Developed
3. Moderately developed
4. Needs development

### ACUMEN CAPACITY INDEX (ACI)

The Acumen Capacity Index (ACI) report measures how a person thinks or processes information. Based on a science called axiology it measure your ability to understand people, practical matters/tasks, theoretical/structural matters, and more.

In essence the stronger a person’s acumen, the more aware that person is of how biases or blind spots impact one’s ability to address situations.

### BG5 CAREER DESIGN REPORT

The BG5 Career Design Report uncovers your unique strengths, talents, and decision-making strategies through 16 Success Codes.

It helps align individual roles with innate gifts, fostering improved collaboration, productivity, and sustainable success.

# Assessment and Service options

**Behavioral (DISC) Assessment** - This report measures how a person does what they do by looking at four factors: Dominance, Influence, Steadiness, and Compliance.

## **Talent Insight Report**

Talent Insights is an assessment tool that identifies a person's behaviors and drivers, helping to predict how and why a person will move to action in any given situation.

## **Engagement Report**

This is a two science (DISC & Driving Forces) compact report that focuses on engagement.

## **TriMetrix® EQ Report**

This report shares an individual's emotional intelligence, along with their "how" and "why," by analyzing three unique sciences (EQ, DISC, 12 Driving Forces) that paint a much more complete picture of the person.

## **TriMetrix® HD**

Based on a unique 55-factor analysis, This report will help you discover superior talent, improve communication, reduce turnover and increase overall productivity.  
(Combines Behaviors, Driving Forces/Motivators, DNA and Acumen)

## **Comparison Reports**

A comparison report is a versatile tool with an easy-to-use format, to help with understanding other team members communication preferences at a glance.

## **Team Report**

Uncovering multiple dimensions of individuals, this assessment showcases an entire team's behaviors and drivers in one easy-to-read report. A valuable report for understanding the makeup of a team at a quick glance.

**Job Benchmark** This service helps define a job role and creates a report that is specific to that job. Applicants then take a report to see how closely they are matched to the role.

## **360 Surveys**

360 surveys allow respondents to provide valuable feedback regarding the effectiveness of another individual's performance. The results of 360 surveys are then used to help develop the individual.

## **Consulting and Coaching**

Virtual or in-person training and/or team debrief

\*\*Click on the names that are underlined to view sample reports

# Integrated Life

Rediscover Your Purpose. Align with Your Strengths.



Are you ready to create a life and career that reflect who you truly are? The Integrated Life Program is a transformative 12-month journey designed to help you gain clarity, unlock potential, and foster lasting, meaningful success.

Through powerful assessments, structured coaching, and strategic insights, you are guided toward self-alignment and purposeful growth.

## What's Included in the Program?

- **VIP Intensive Planning Session** - Begin your journey with a comprehensive, up-to-4-hour session (offered as one 4-hour session or two 2-hour sessions). We dive into your goals, strengths, and motivations to create a roadmap tailored to you.
- **Monthly Coaching Sessions** - Stay accountable and focused with two 1-hour coaching sessions each month. We'll work together to keep you on track, address challenges, and celebrate wins throughout the year.
- **BG5 Career Success Code Complete Report** - Think of this as your "User Manual for Life." Covering all 16 Success Codes, this report reveals your unique career design and helps you maximize your specific talents, strengths, and natural gifts.
- **TriMetrix EQ Integrated Report** - This insightful report covers your Behaviors, Motivators, and Emotional Intelligence—three areas that define how you communicate, what drives you, and how you manage emotions for sustainable success.

## What You'll Gain

- Clarity and Confidence in your personal and professional path
- Enhanced Communication skills for better relationships and team dynamics
- Consistent Accountability to ensure steady growth and progress
- Alignment with Your Unique Strengths for greater success and fulfillment



## Client Success Stories

"Tammy's approach has reignited my passion for work and life. I feel like myself again, energized and excited about what's next!"

"I highly recommend Unleash Your Amazing to anyone looking to gain insight and overcome obstacles. It's been a game-changer!"

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## Career Design Overview

### Unlock Your Natural Strengths & Thrive in Your Career

Your career success starts with understanding how you are uniquely designed to work and lead. The Career Design Overview provides deep insights into your strengths, decision-making style, and best work environment—so you can confidently navigate your career with clarity and purpose.

#### What's Included?

- **90-Minute 1:1 Session** – A personalized deep dive into your unique Career Design.
- **Comprehensive PDF Report** – Your personal blueprint detailing your strengths, work style, and key success factors.
- **Actionable Insights** – Practical strategies to align your career with your natural talents.
- **Delivered via Zoom, Recording sent after session**

#### Who Is This For?

Leaders, entrepreneurs, and professionals who want to:

- **Maximize their potential and productivity**
- **Make aligned career and personal decisions with confidence**
- **Create more ease and fulfillment in their work**

#### Investment

**\$350** – One-time session with lifetime insights.

**Take the First Step!**

**Ready to align your career with who you truly are?**



**Purchase Now at:**

**<https://UnleashYourAmazing.com/Career-Design-Overview>**

## CLIENT LOVE

"The Achosa Home Warranty sales team began working the Unleash Your Amazing program with Tammy in April, and her impact was immediate. In first 6-months, despite a challenging home warranty and real estate market, we experienced a remarkable increase in gross revenue compared to 2022. Tammy's guidance has been invaluable in helping my team identify their priorities, gain a deeper understanding of both themselves and their clients, and enhance their overall effectiveness.

Furthermore, Tammy played a pivotal role in developing a job benchmark for our sales executive position, which has significantly contributed to reducing turnover within our team and improving in our recruiting efforts. Remarkably, we not only recouped our initial investment in her expertise within the first 6-months but also saw substantial returns on our investment. Tammy has been an integral part of our success story."



Harry Keifer

Co-Founder, Achosa Home Warranty

"Tammy is one of those people that comes into your life and lives an imprint on your soul immediately. From day one, I knew she was a winner and once I saw her in her element...whether it is with students, or in sales, she was just dedicated and extremely knowledgeable. That was not what made the greatest impact though, it was her genuine ways. You felt like you are the only one that matters when dealing directly with Tammy. This was her greatest quality...she cared! Loved that and you will too! Let her into your life, let her into your organization, you will not regret it!"



J.A. Dava

Co-Founder, Latreia Coaching & Consulting

"Recently I had the opportunity to take two assessments through Tammy's organization. Most recent I completed the TriMetrix HD. After completing the assessment, I sat down with Tammy to review the results. She did an excellent job explaining the outcomes and helping me better understand myself so I can improve my interaction with others. The assessment caused me to take an honest look at myself, my behaviors and the drivers; and they were right on track. Having managed people for years my only regret is that I had not been exposed to these assessments earlier, they would have improved communications, enhanced job satisfaction and increased productivity. I highly recommend that you consider Tammy and the benefits that her organization can bring to you and your staff."



Tom McNeill

Founder, McNeill Consulting

## MORE CLIENT LOVE

I have had the great pleasure of working with Tammy over the last couple of months as she completed a DISC/Driving Forces/EQ program for me and our mortgage team. The team workshop portion of the program was nothing less than transformative for our group. We have worked together for years, and I do not recall ever having such vulnerable and honest conversations with my teammates. The reports are very details and provide recommendations for many different things--how to improve, how to enhance your strengths, how to gain clarity, how to communicate more effectively and work together with people who are different than you. I have personally improved, improved relationships with co-workers, and witnessed improvements throughout our team's culture and interactions. I made my personal development plan a part of my 2024 business plan and I can already tell that the goals I have will be easier to attain with the additional clarity her coaching has brought to my vision for success. Thank you Tammy, you are a guru. 10 out of 10!!



Alice Lund

Area Manager, , Leaderone

Working with Tami was such an insightful experience. Her individual coaching is incredibly valuable but her team coaching really helped our team understand how to best collaborate. Tami stressed our strengths and helped us grow as a team by understanding the communication needs of each other. I would encourage any team to utilize Tami to help create a strong growth-mindset & positive culture with your team.



Jenny Brown

Business Development, LeaderOne

Tammy is an amazing mentor she has made a positive impact on my business. I'm using things I learned to improve my selling technique and it is helping me go after new relationships. Having Tammy on my team has helped me navigate challenges kept me accountable, and motivated. She has made a huge difference in my business and mindset.



MaryJo Schaper

Senior Sales Executive Achosa Home Warranty



# About us

At Unleash Your Amazing, we are passionate about helping teams and leaders unlock their full potential. With over 30 years of experience in sales, operations, and training, we specialize in guiding individuals and organizations to discover their strengths, improve communication, and align their efforts for meaningful success. Our science-based tools, including DISC, Driving Forces, Emotional Intelligence, and the BG5 Career Design, empower teams to achieve their goals while fostering a culture of collaboration and accountability.

What Sets Us Apart? Our clients consistently share how transformative our approach has been for their teams and businesses:

- “The DISC/Driving Forces/EQ program was nothing less than transformative for our team. We’ve had more honest and vulnerable conversations than ever before, leading to improvements in relationships, culture, and overall team dynamics.” – Alice Lund, Area Manager, LeaderOne
- “Tammy’s guidance helped us identify priorities, gain a deeper understanding of ourselves and our clients, and significantly improve our team’s effectiveness. Within six months, we not only recouped our investment but saw remarkable returns, even in a challenging market.” – Harry Keifer, Co-Founder, Achosa Home Warranty
- “Her team coaching helped us understand each other's communication needs, grow as a team, and create a positive, growth-oriented culture.” – Jenny Brown, Business Development, LeaderOne

Through our proven methodologies, we empower organizations to overcome challenges, optimize individual and team performance, and create sustainable success. Whether you're looking to strengthen communication, improve accountability, or align your team with your vision, Unleash Your Amazing is here to guide you every step of the way.



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