

Unleash
YOUR AMAZING

WORKSHOPS & COACHING

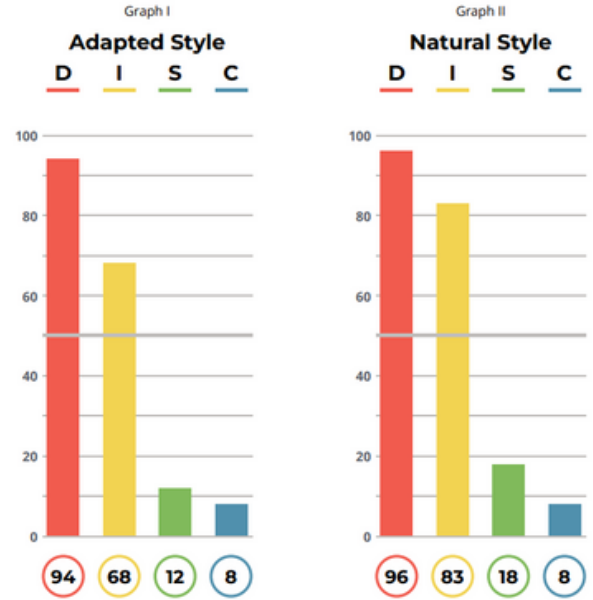


Developing Your Team Workshops

BASIC BEHAVIORS SESSION WITH TEAM DEBRIEF - GREAT TEAM BUILDING

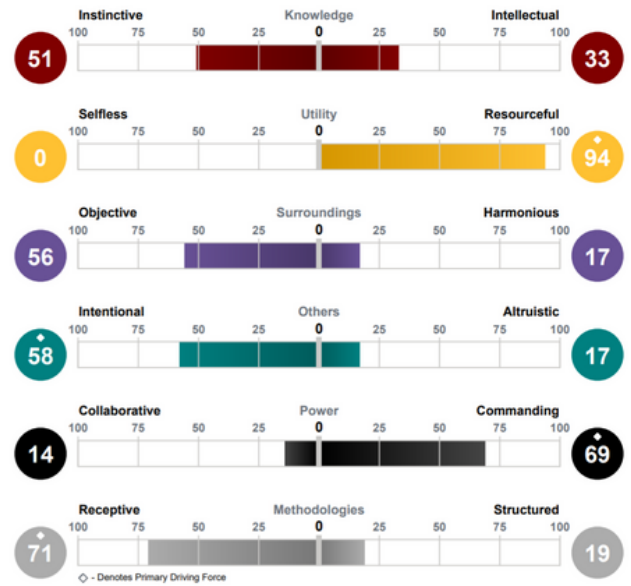
Ever feel like people are talking in a foreign language that you weren't taught? In this session, you will learn how to identify the four different communication styles.

We will discover your strengths as well as how your individual communication style can affect others in a negative way. 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



1-1 Coaching

I. Program Overview:

This program is to be structured as a 3 or 6-month commitment, depending on the preferences of each participant. It starts with an initial VIP Planning Session that lasts up to 4 hours, during which we will identify the specific goals and challenges of each person.

Following this, participants will embark on their personalized coaching journey of either weekly or bi-weekly 60 minute coaching calls for a total of 12 60-minute coaching sessions.

II. Coaching Objectives:

1. **VIP Planning Session (up to 4 hours):**

- Individual goal setting and action planning.
- Identifying strengths, weaknesses, and areas of improvement.
- Defining a clear roadmap for success.
- Daily accountability utilizing technology

2. **Mindset and Confidence Building:**

- Addressing self-doubt and fostering a growth mindset.
- Building self-confidence and resilience.

3. **Event Planning, Organization and Execution:**

- Effective strategies for planning and executing events.
- Enhancing organizational skills.

4. **Utilizing Technology for Efficiency:**

- Leveraging technology to maximize time and productivity.
- Implementing tech tools to streamline workflows.

5. **Resourcefulness and Marketing Strategies:**

- Developing resourcefulness and creativity.
- Crafting and implementing marketing strategies for business growth.

6. **Self-Regulation, Motivation and Effective Follow-up:**

- Techniques for managing stress and emotions.
- Establishing robust follow-up strategies for sustained success.

7. **Overcoming Adversity:**

- Building resilience and bouncing back from setbacks.

8. **DNA Competency Assessment:**

- A DNA assessment to measure the 25 core competencies crucial for success..
- TriMetrix EQ assessment that measures Behaviors, Motivators & Emotional Quotient

III. Benefits of the Program:

- Increase individual performance and productivity.
- Improved leadership skills and decision-making.
- Greater confidence, resilience, and mindset optimization.
- Enhanced event planning, organizational, and marketing skills.
- Efficient use of technology to maximize time.
- Resourcefulness, self-regulation, and effective follow-up strategies.
- Overcoming adversity and thriving in challenging situations.
- Personalized assessments to identify strengths and areas of improvement.

Speaker Topics

Business Relationships; Go from Surface to Meaningful

Learn effective strategies to deepen your business relationships. Begin connecting with people that you enjoy doing business with and get rid of any energy vampires in your life. Take your relationships to the next level in these meaningful ways and work with people that not only feed your family but also grow your soul!

Communicating Clearly

DISC is the Doorway to Communication; it is HOW we communicate. Each person is completely unique and needed. The language is observable and once you learn how to communicate with others in their preferred style it can help to end miscommunications. Learning this will not only help your business grow but will also help your personal relationships excel!

Gaining clarity through the 12 Driving Forces

People who are passionate about what they are doing perform at a much higher level. Are you engaged in your career? Do you get up each day excited and on fire to get started or do you feel drained? In this workshop, I help you understand how our primary Driving Forces play in our daily lives and why it is important that we are working in roles that are best aligned with our personal values.

Communicating with Purpose

Create a Communication Plan that helps you stay in touch with the clients and referral partners that can have the greatest impact on your business. Are you strategic about whom you talk to each day? Or do you find yourself wondering who should you call today and then end up being reactive all day? In this workshop, I will help you create a written communication plan to make sure that you are touching base with whom you need to be on a consistent basis.

Building Your EQ Muscles

Emotional intelligence is the ability to sense, understand, and effectively apply emotions to be more collaborative and productive with others. In this workshop, we cover 10 ways to increase your Emotional Intelligence. Emotional Quotient is measured in these ways: Self-Awareness, Self-Regulation, Motivation, Social Awareness, and Social Regulation. Successful leaders and superior performers tend to have superb emotional intelligence skills. The BEST part of this is that EQ is not fixed, with a little hard work and some ambition, emotional intelligence can be developed over time.

Chart Your Path to Success

In this dynamic and inspiring workshop, you will embark on a transformative journey to clarify your dreams, set achievable goals, create mindset habits to obtain, and create a powerful visual representation of your aspirations through the creation of a vision board. This experience is designed to help you clarify your aspirations, set meaningful goals, and create a visual roadmap to achieve them.

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



The Five Sciences



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.

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.

About us

Unleash Your Amazing, provides training and coaching to leaders as well as their teams. Concentrating on communication while utilizing Science; we help people better understand who they are so that they can make a positive difference on those around them.



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Tammy has had a long successful career in finance. First in the automobile industry and most recently the mortgage industry where she has worked in operations, sales, management, and training for over 20 years.

In 2012, she suffered the tremendous loss of her husband David which spurred her into chaos and confusion. After hiring several coaches and doing her own internal work. She discovered that her purpose was helping others tap into their true potential. She utilizes several science-based tools in her coaching.

Today, she brings her 30 years of successful sales experience, as well as a lifetime degree in problem-solving and resiliency, to the table.

She is Certified in DISC, Driving Forces, Emotional Intelligence, and Acumen as well as a Certified Referral Trainer. She is passionate about teaching others her unique spin on building relationships while utilizing scientific data to understand and build your team.



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