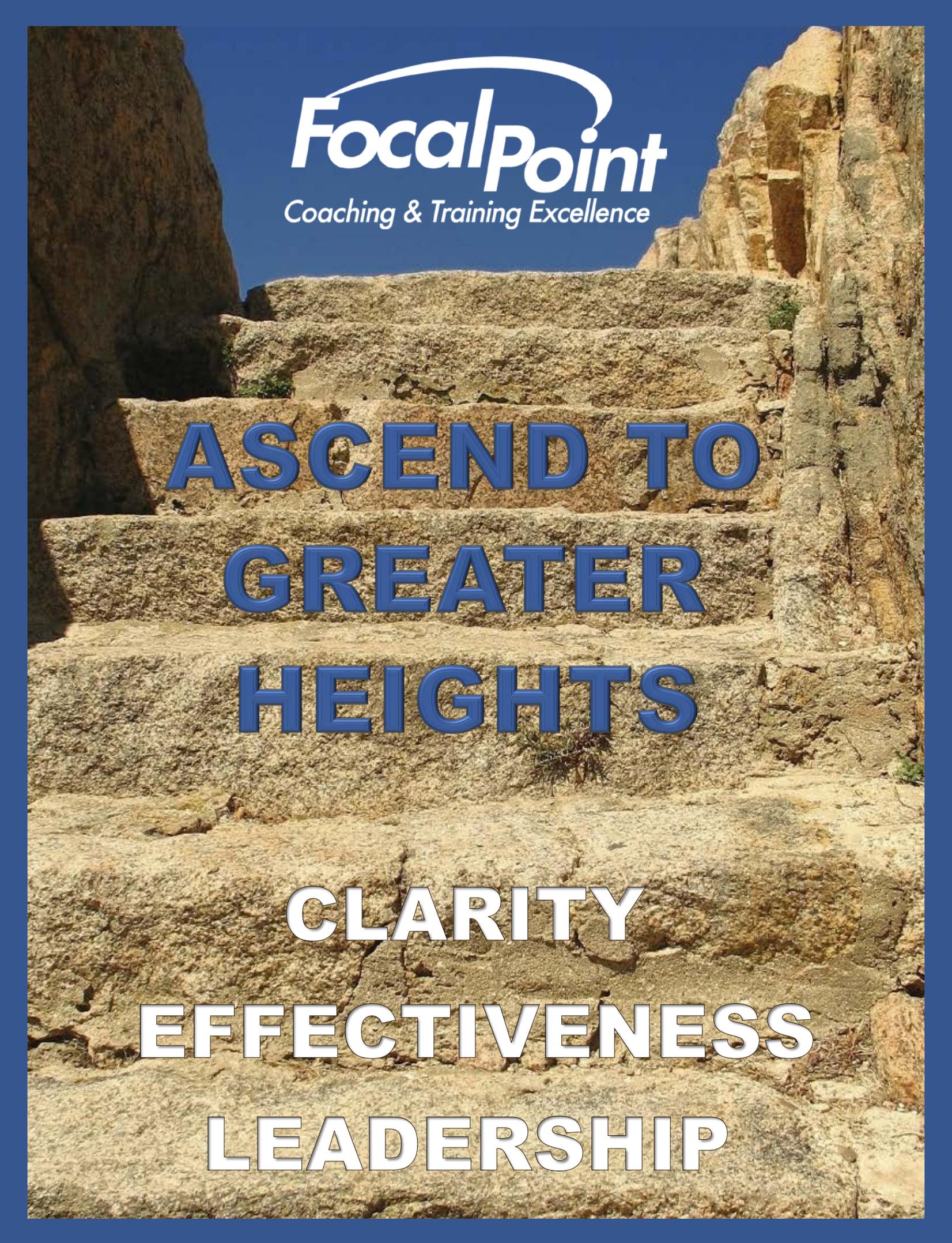




FocalPoint
Coaching & Training Excellence



**ASCEND TO
GREATER
HEIGHTS**

**CLARITY
EFFECTIVENESS
LEADERSHIP**

ASCEND TO GREATER HEIGHTS in only eight months

Starting with Self-Awareness...

- ❑ The **Ascent to Greater Heights** course is a combination of three fantastic programs: TTI Talent Insights®, Breakthrough Communications and One-on-One Bi-Weekly 75 minute Development Training and Coaching.
- ❑ The most effective leaders in the world are those people who have high self-awareness and have spent time understanding their strengths and weaknesses.

TTI TriMetrix® EQ Report

- ❑ Understanding your Behavior style, your Motivators & your EQ (Emotional Quotient)
- ❑ 30 minutes on-line and 90 minutes with the instructor to interpret your personal 50+ page report (1.5 hours)
- ❑ The personal report is the foundation for the Breakthrough Communications workshop

Breakthrough Communications

- ❑ A 4 hour interactive group workshop on communication skills
- ❑ A deep dive to understand the four DISC styles and how to identify them
- ❑ Adapting into your leadership approach the 'Do's' & 'Don'ts' of effectively communicating to the four behavioral styles

Eight Months of One-on-One Development Training & Coaching

Bi-Weekly - 90 Minute One-on-One Training Sessions

- ❑ Curriculum is based on time-tested material geared towards the development of executives, leaders and managers.
- ❑ The foundation of the material stems from the teachings of world renowned author, speaker and trainer, Brian Tracy and legendary coach, Cam Fraser.
- ❑ The Bi-Weekly training is delivered during a personal, 75 minute one-on-one session with a trainer with over 33 years of executive leadership experience.
- ❑ The benefit to participants is greater clarity of self, their business, competition and customers. The opportunity to improve their personal effectiveness and ascend to greater leadership success.

The eight month - twenty-nine and a half hour program includes the following: a 50+ page TriMetrix®EQ report and 1.5 hour debrief; a 4 hour workshop on Communication Breakthrough including a workbook and resource tools; intensive eight months of one-on-one training made up of 16 – 90 minute sessions (24 hours); and a Development Certificate upon completion.

\$14,499 per participant

One-on-One Bi-Weekly Development

☐ Month One

- Know Thyself: Exploring the results of the TriMetrix®EQ Assessment
- Know Thy Business: A deep dive into the KRIs & KPIs driving your business

☐ Month Two

- State Your Purpose: Define what DRIVES You – Explore your WHY!
- Identify Your Values: Explore what Values comprise your Character

☐ Month Three

- Define Your Mission: Know your own Mission and how it aligns with the company
- Define Your Vision: State your own Vision and how it aligns with the company

☐ Month Four

- Define Your Business: What Business are you in? What Business should/could you be in?
- Study Your Competition: A Key Business imperative is knowing your Competition

☐ Month Five

- Know Your Customers: Internal | External | Ideal...
- Identify Your Areas of Excellence: Personal and the Company's

☐ Month Six

- Personal Leadership: Managing Stress Productively and Effectively
- Personal Leadership: Taking Personal Responsibility

☐ Month Seven & Eight (Personal Customization – choose 4 of the following list)

- Removing Your Constraints: Identify and Remove the Pinch Points limiting your Success
- Focus Your Time | Part I: Pareto's Law and how it applies to your effectiveness
- Focus Your Time | Part II: Applying Zero-Based Thinking to your life and daily tasks
- Focus Your Time | Part III: Prioritization based on Covey's 'Urgent & Important Matrix'®
- Effective Delegation | Part I: Ten Key Principles of Delegation
- Effective Delegation | Part II: Adjusting your Delegation Style
- The Power of Leverage: Utilizing Leverage to Drive your Effectiveness
- Simplify with the Seven Rs: Regaining Control over Your Life



Canada-Alberta Job Grant Opportunity

With an approved application for a Canada-Alberta Job Grant, you are able to get two-thirds of the cost covered from the grant and thereby provide exceptional development opportunities for your managers and leaders. If cost is your barrier to training, then speak to us about the grant opportunity. Program details can be found at www.AlbertaCanada.com/jobgrant. The program cannot begin, and, it is highly recommended not to be paid for, until your application has been approved. The current levels of potential reimbursement are to a maximum of \$10,000 per employee and \$300,000 per employer. For the 'Ascend to Greater Heights' program that could mean as much as \$9,666 of the total price could be covered by the grant.

What Others Say about working with Stephen...

"Stephen has quickly become a true mentor, coach and friend. He has allowed me to see my true potential and what it takes to achieve more. We have worked on many aspects of my life encouraging me to gain clarity and enhancing my success as a business owner, leader, employer, husband, and even father." Ian, Business Owner

"Stephen acclimated himself to our organization and team very quickly. He pushed the sales representatives and sales managers to think and act differently. His demeanor and approach allowed him to gain the respect and confidence of the participants, but also allowed for him to be firm, set expectations, and drive a shift in thinking from the status quo." Regan, Director of Sales

The Expertise...

Brian Tracy

Successful author, international speaker, business coach and trainer with over 40 years of success in helping millions of people ascend to greater heights and growth.

Stephen Simms, MBA

A Leader's Leader with over 33+ years of proven business success from the Backroom to the Boardroom
s.simms@focalpointcoaching.com
587-888-4714

**Your leadership team will be
thrilled you invested in them!**

