



Specializing in REAL Training Solutions
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12 WEEK JUMP START COACHING PROGRAM

OBJECTIVES:

1. In-depth understanding of DiSC
2. Adapting and managing other styles effectively
3. What to delegate and holding others accountable
4. Handling difficult people and situations
5. Assertive behavior without being seen at difficult or demanding
6. Correct tonality and body language
7. Weekly homework assignments

AGENDA:

Approximately 1 hour each

Session One - Three: All about myself using DiSC

- DiSC Assessment overview (taken on-line before first session)
- Set 3 specific goals
- Explain weekly coaching forms
- Homework assignment – read in depth DiSC Assessment
- Go in-depth into DiSC Assessment findings
- Understanding individual styles
- Adapting to others DiSC styles
- Work on first goal
- Homework assignments

Session Four - Six: Emotional Intelligence and body language and tonality

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- Take Emotional Intelligence quiz (online)
- Practice body language
- Listening skills (body language practice)
- Practice handling specific work challenges
- Work on second goal
- Homework assignments

Sessions Seven – Nine: Delegation, accountability and coaching others

- The power of delegation
- What should I do and what should I delegate?
- Holding others accountable
- Follow-up and Follow-through techniques
- Maximizing your time by creating a high-impact-week
- Coaching others
- The 5 languages of Appreciation Assessment
- Work on third goal
- Homework assignments

Session Ten - Twelve: Assertiveness and handling difficult people and situations

- Assertiveness techniques
- Handling difficult people and situations
- Challenges of working in a family business
- Leadership role and managing others

LOGISTICS:

- First session is approximately 2 hours and down in person
- Additional session will be done via phone or Skype
- Susan will role-play and demonstrate appropriate techniques

- DiSC and Five Languages of Appreciation Assessments used throughout sessions
- Weekly phone and email support as needed
- 24-hour cancellation notice
- Payment due in advance