



Individualized Session

Objectives

Empower yourself

- Understand what the customer is telling you, as well as what they are saying
- Understand situational awareness through the subtlety of visual awareness
- Feel the truth--We tend to take out the feeling in the corporate environment
- Realize the concept of converting a simple sales commission into a walking, talking advocate for you, your team, and the company as a whole
- Develop an awareness of your unique style of leadership and communication
- Discover your strengths and weaknesses of your nonverbal communication (actions)
- Discover how to be a better leader and team member
- Understand the subtle cues of body language to identify a conflict and resolve it

Demonstrate

Individualized

- An example of when a sales pitch actually begins (forward thinking)
- An example of an unintended offensive action and how to recognize it and immediately correct it
- The information that can be gained by the power of observation, and understanding your client as a individual, not as a commission
- The results that fall into place when you successfully achieve all of the above

Team & Leadership Session

Group Objectives

Split into Teams

- Identify the leader
- Identify confusion and conflict
- Understand the subtle cues of body language to identify a conflict and resolve it
- Give you the tools to identify the value of you and your place in and the global image of the team
- Understanding your position in the chain of command and leadership are mutually exclusive.

Demonstrate

Established Teams

- Cooperation with the team members and the horse.
- Conflicts within the person and / or the team.
- Identify who is the leader and who the horse sees as the leader.
- Identify confusion or understanding in the horse's mind.
- The success of converting knowledge to wisdom using the tools you already possess your education and feel.

Debrief of Session

Recap in an open forum discussion

- Leadership
- Respect
- Empowerment
- Teamwork

