

COACH 4Success™

the art of strategic conversation

What does success look like? How would your fellow team members answer?

Before teams can reach their goals, they must concretely and thoroughly define those goals, create relevant measures of progress, and commit to accountability for the results. Without great communication, those conversations often don't happen.

It's what you say *and* how you say it.

The **Coach 4 Success™** program helps teams quickly develop a clear, direct, and positive culture committed to and focused on success. **Coach 4 Success™** combines goal-driven, constructive coaching with integral communication skills, complementing and energizing existing management practices.

This program teaches people how to coach themselves, their team and customers. The focus is on behaviors and conversations proven to gain a competitive advantage and drive results.

Participants learn how to:

- > Clarify and focus their coaching.
- > Create true accountability for business and personal measures.
- > Communicate in constructive ways that produce positive change.
- > Recognize the gap between their current state and success.
- > Remove barriers and solve problems.
- > Define success in terms of action, measurement and results.
- > Focus on business-driving behaviors.



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Results with Coach 4 Success™.

- > Increased fairness, trust and collaboration within teams.
- > Teams that hold one another accountable for mutual, amazing, meaningful goals.
- > Outstanding communication and team performance that leads to awareness of competitive advantages.
- > Concrete and measurable improvements in execution and implementation, leading to tangible gains in productivity and profits.

Best practices with Coach 4 Success™.

- > Use it to introduce coaching skills to new managers and developmental candidates.
- > Provide experienced managers with an advanced or "next-step" program.
- > Proactively instill and reinforce an environment of accountability.
- > Use the program both independently and as a complement to existing coaching models.
- > Use it as a basic, common framework for company-wide strategic communication.

Barr Corporate Success: where strategy brings action and action brings success!

Let's get to work!