



# COMMUNICATING FOR SUCCESS



"Enabling Teams and Team Members to be more effective in communicating for superior performance."

## OVERVIEW

Research indicates that 93% of our message is "how" we communicate and 7% is the content or the "what".

The ability to interact effectively with people is the key that allows one to excel in both professional and personal life. People are unique and must be managed, motivated, communicated with and supported in a way that capitalizes on their strengths.

### **Communicating for Success**

is an interactive 1 day team intervention designed to enable participants/leaders to understand their unique behavioural design and communication style. Participants also learn how to understand the behavioural styles of others and how to adapt to be more effective in communicating with them to achieve organizational objectives. Ideal for team meetings, off sites, and conferences.

For related management program regarding *Coaching your Team's Styles*, see the **RealTime Coaching™** brochure at [www.GrowingCoaches.com](http://www.GrowingCoaches.com).

## **Key Value Points**

- Understand your unique management communication style
- Understand the communication preferences of your immediate work team for greater productivity.
- Enhance Team Effectiveness with Clearer focus in achieving objectives
- Learn how to communicate for greater effectiveness with peers, direct reports and superiors.
- Reduce time/performance waste resulting from miscommunication
- Reduce mismanagement of direct reports
- Reduced conflict and stress.

## **The Applications**

- Team Building
- Management Development
- Recruitment/Selection
- Customer Service
- Sales Training
- Interpersonal Communications
- Self-Development
- Change Management

Ask about our in-house customized programs as well as public workshops offered in Toronto, Calgary, Indianapolis, Vancouver and Chicago

## **Includes:**

- Personalized, Excel DISC Management Behavioural Profiles (generated in advance from 10 minute online survey)
- Full-day debrief for team participants (ideally a minimum of 10)
- Facilitation by one of our certified instructors

## **Many organizations are using this process as a performance enhancer...**

*Leaders/Associates from the following companies are benefiting:*

Yellow Pages Group, CAA, Cogeco, Bell, SCI, Bell Mobility, Sympatico, CDI, Maple Leaf Sports, Enmax, and University of Alberta, to name a few.

*"Thank you for an excellent session with my operations team. In order to succeed we needed to understand and communicate effectively. This really helped."*



[www.GrowingCoaches.com](http://www.GrowingCoaches.com)

Contact Client Services at:  
(416) 481-4802 ext 21  
or 1-888-89 COACH

# Communicating for Success

## Registration Options

**Fax to: (416) 481-6541**

**Email** the information below to [admin@GrowingCoaches.com](mailto:admin@GrowingCoaches.com)

**Call** (416) 481-4802 ext 21 or Toll Free 1-888-89COACH ext 21

**Mail to:** Excel Group Development Services Inc.  
110 Eglinton Ave. E., Suite 502, Toronto, ON M4P 2Y1

Please register me for:

**Toronto, September 28<sup>th</sup>, 2005**     **Other date** \_\_\_\_\_

Name: \_\_\_\_\_ Company \_\_\_\_\_

Title: \_\_\_\_\_ Address \_\_\_\_\_

Postal Code \_\_\_\_\_ EMAIL \_\_\_\_\_ Phone \_\_\_\_\_

**RIBO Rates! \$225/ea  
or \$195/ea for 2+**

**Regular Tuition \$295 each +GST**

**Team Tuition \$275 each +GST for 3 or more team members**

**Includes:** 1-day Seminar, Workbook, personal profiles, Continental Breakfast and Lunch, certificate of completion, and refreshments. **Earns 6 hrs of RIBO credit in the Personal Skills area**

Please invoice my company

Please Charge my MasterCard or Visa, below ( \_\_\_ participants @ \$ \_\_\_\_\_ ea.+GST)

Card No. : \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Card Holder:(print) \_\_\_\_\_

Signature: \_\_\_\_\_

*Upon receipt of your completed registration form, you will receive a confirmation package via email with agenda details and map. From time to time we understand scheduling changes arise. Refund (less \$50 admin. fee) with cancellations 30 days prior to workshop, otherwise credit for another workshop will be issued with a minimum of 7 business days notice. Participant substitutions are accepted at any time prior to workshop date.*