



## DEVELOPING TEAM MEMBERS

An interactive session that develops Leaders as Coaches by equipping them with insights, skills & strategies to elevate their impact in advancing team talent.



## OBJECTIVES

With a sophistication made simple approach, this interactive training session provides leaders with powerful techniques in coaching and team building. Participants will gain highly impactful tools to elevate their coaching techniques and increase team productivity.

In this session, by focusing on how Leaders can evolve into Coaches participants will experience an opportunity for self-awareness so they can create and implement an action plan to achieve their professional potential..

## OUTCOMES

Participants will leave this session with key skills to begin implementing a solid coaching foundation within their teams positively impacting the organizational culture.

- Gain an improved understanding of performance evaluation & feedback delivery techniques
- Understanding and identifying the impacts of the "Halo Effect", positive impressions, and biases
- Learn research-based communication strategies for effective communication
- Achieve an in-depth understanding of personality drivers in order to identify and develop top performers
- Gain practical and easily implemented strategies to navigate difficult & complex development areas

## ABOUT BEN

Dr. Ben Sorensen provides leadership training, sales training, and executive coaching to corporate and non-profit organizations globally. Ben focuses on teaching practical, proven skills while customizing all material to the specific needs of each client.

Ben currently serves in the U.S. Navy Reserves as a Lieutenant Commander and is a Former City of Fort Lauderdale Commissioner and Vice Mayor.