



future-proof

NOTUS



Performance Training & Coaching

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Performance coaching, personal, executive and professional coaching

PERFORMANCE COACHING

NHC Performance Coaching functions on the premise that there are certain fundamental skills required to perform at peak levels under pressure, regardless of whether you work as an athlete in a stadium or as an Executive in the boardroom. For the past 21 years, we've helped individuals learn and master these skills and acquire these attributes.

WHAT IS PERFORMANCE COACHING?

Performance Coaching is a process where one person facilitates the development and action planning of another, to bring about the desired changes in that person. It's hands-on, holding to a higher standard, real-world application and the modeling necessary for genuine transformation.

COMMON COACHING CONCEPTS

- Self-awareness & self-mastery, identifying road blocks to achieving true potential
- Setting practical, achievable goals & a plan to achieve them
- Identifying desired strengths and maximizing current ones
- Developing tools to overcome weaknesses & liabilities
- Developing greater understanding of needs and desires
- Identifying & understanding the emotions/reactions of others
- Leadership & how to more effectively inspire others
- Overcoming negative behavior and thought processes

COMMON COACHING BENEFITS

- Maximized motivation, personal & professional performance
- Enhanced employee confidence, ownership & empowerment
- Improved relationships and team cohesion
- Increased creativity, problem solving and idea generation
- Stronger leadership pool or bench to draw from
- Greater flexibility & adaptability to change
- Enhanced self and social awareness

THE FUTURE BELONGS TO THE EMOTIONALLY INTELLIGENT ORGANIZATION & INDIVIDUAL

The business landscape is transforming with ever increasing speed, companies focus on advancing their electronic advantage to gain a competitive advantage. But more and more companies are finding diminished returns as the vast majority of organizations are able to tap into the the same technological resources.

WHERE IS THE COMPETITIVE EDGE FOUND?

Within the performance of each key executive and employee. The difference maker will be driven not by better technology, but by better people, starting with the leadership team. Whether training up a younger workforce, or fixing a valuable key employee before the need to terminate. Our coaching will not only drive success today, but well into the future.

Building a more Emotionally Intelligent organization is the insurance policy every company must invest in.

Performance Coaching for executives or employees achieves a fulfilling balance between professional goals and personal development.

Employees who feel "invested in" and valued, are 91% more likely to stay with that organization.

"What if we spend money training employees and they leave? What if you don't train your people and they stay?"

The greatest investment a company can make is in their employees. It's the X factor that trumps all others.

ANY SIZE COMPANY

Whether you're a start-up building a culture from the ground up, or a Fortune 500 - NHC can transform every individual and area of your organization.

SUCCESS IS THE RESULT

We've engineered a coaching program that drives better results and ROI. Let us show you how.

WHY CHOOSE US?



SHARING TIPS OF THE TRADE FROM THE PRO'S

Our programs and principles have been crafted from over 21 years of working with professionals & executives across all industries. They're field tested by those at the top of their field, by those who want to be at the top of their game.

Our coaches share concepts that enable you and your team to make immediate improvements and recognize rapid transformation.

Our unique methodology combines a proven performance coaching curriculum with an active learning and modeling approach that ensures learning, mastering, and most importantly, the ability to effectively apply these principles when it matters most. This ultimately is what will separate you from your competition.

WHAT'S THE OUTCOME OF THIS APPROACH?

The Emotionally Intelligent professional is uniquely skilled at building trust, demonstrating credibility, and creating value to both internal and external customers.

Our principles stand the test of time and never go out of fashion. In everything we do, we elevate performance by connecting our expertise to individual potential, transforming them, the team, and your organization.

WHY IS IT SO SUCCESSFUL?

In every workshop or coaching session, participants say "this feels right. I get this. I can do this. I want to do this. Why didn't someone show me this 10 years ago."

When you learn concepts that feel natural and intuitive, you'll actually want to apply them. When you apply them, you receive the instant benefit of having done so, and the ripple effect has begun. When each individual acts alone with integrity to their better selves, and those individuals make up a team, and that team working in concert with other teams, makes up the organization, you now have a cultural transformation. The by-product of the new culture is improved productivity, reduced costs, greater profitability.

WHO BENEFITS?

OUR TRAINING & COACHING WORKS AT EVERY LEVEL

Whether you're just starting out or you've been working for 30 years. We have training/coaching that meets you where you are, and then takes you to the next level.

THE BEGINNERS

These people can be those starting in a new career, moving roles or have a couple of years under their belt.

We have a special program for Millennials - helping pour a foundation of success formed from creating the right habits while actualizing their future-selves.

We guide them through the essentials of what makes for a personally & professionally satisfying career.

HIGH POTENTIAL

They are years in, with lots of training and experience. Extremely valuable to the organization and represent great, yet unrealized, potential.

Our training helps The High Potential by presenting new concepts from an angle they've never considered, breaking them out of default, transforming them from the 1.0 to the 2.0 better version of themselves.

HIGH VALUE

The amount of years doesn't matter. They have a unique skill set or knowledge others do not. These individuals present great upside, but also much risk. Because of their current value they may be coasting and not pushing to fulfill a greater purpose or role for the organization. Or, in contrast, they may be demonstrating poor people/communication skills. But the company endures, because of the trade-off.

We will get the most out of them. We can fix them.

WHAT'S THE PROCESS?

EVERYTHING WE DO IS SIMPLE AND EFFECTIVE – including the process of how we'll work together. These five steps keep everyone informed of where the training is at, and ensures the individual has mastered all the principles, concepts and tools deemed necessary to excel in your workplace.



There are many ways we can up-skill your team. Via in-person or remote workshops, webinars, training and coaching

1. WORKSHOPS

Workshops are great for rapidly up-skilling. Engaging and fun, these exercises based modules ensure everyone is invested and stretched.

We tailor the information to focus on what's most needed. These powerful sessions work on real life situations arming each person with genuine solutions that address their individual needs.

Because they have fun, participants open up and enjoy exploring and practicing unconventional solutions to their challenges. They emerge fully equipped with both the practical application and the confidence.

2. TRAINING

Our approach is unique in that it engages the brain and the heart.

Our training is based on the act of becoming = You 1.0/2.0/3.0 → ∞

Simulating experiences → generating strong feelings → creating fresh insights and personal epiphanies → igniting desire for positive change → increasing the likelihood of embedding the core concepts into life → guaranteeing real, meaningful, immediate, and long-term benefits ensuring a personal and professional metamorphosis.

3. COACHING

The power of a coach can be the difference between success and failure. Whether from receiving objective, dispassionate feedback, to modeling and personalized attention.

Enacting a teaching, modeling and coaching schedule, in group, or one-on-one sessions to implement new strategies, create a new mindset and implement tools and personal hacks can be the most crucial step that leads to success.

There's nothing more effective in making the needed changes than the hands-on showing, modeling, coaching and accountability a coach gives.

Understanding, implementing and then complete adherence to our proven approach is the most potent way to reach the greatest level of success.



WORKSHOPS

Our workshops are tailored to your needs and can be created in 2, 4 or 6-hour sessions. Here is the most popular process.

STAGES OF DEVELOPMENT

STAGE 1 - AUDIT

Complete evaluation of individual or team including processes, techniques and behaviors

- Personality Strengths and weaknesses
- 360° Evaluation
- Video Rorschach™
- TrueEQ™ assessment
- Begin transformation process - 1.0 to 2.0

STAGE 2 - YOU: THE BRAND

- Understanding Emotional Intelligence and how EQ shapes people's perceptions of your personal brand and by extension the reputation of the organization.
- Learning how "Motivational and Conceptual Why" drives individual and organizational success.
- You 1.0 to you 2.0
- The importance of personal Brand.
- Aggregation of Marginal Gains.
- Building your personal Brand (Features & Benefits)
- Bug Identification.

STAGE 3 - BUG ELIMINATION

- Identifying and discovering known and unknown weaknesses (the single greatest contributor to a low EQ) and how to successfully break the associated patterns.
- Implementing the law of 1% improvement (aggregation of marginal gains) for a mindset of long-term improvement.
- Shifting from an employee to an employer mindset (the power of personal responsibility).
- Understanding the "4 Stages of Awareness" and the lasting impact on sales competency.
- Cultivating an environment where feedback is sought out and treated as a gift.
- Recognizing the compounding and ripple effects of our actions.
- Learning how to pro-actively neutralize natural triggers by utilizing visual cues and reminders.

STAGE 4 - LIVE THE MOMENT

- Learn how to Live the Moment (LTM) transforming ordinary moments into extraordinary.
- Understanding the true power of the LTM ripple effect.
- Learn how to maximize the pre-moment, moment, & post moment.
- Learning how not to “walk the pier”.

STAGE 5 - TOOLS/HACKS

- Implementing transformational performance tools and processes taking advantage of core EQ principles and proven methods to increase your EQ.
- Employing game-changing hacks and tools to solidify the new mindset and ensure lasting change.

STAGE 6 - COACHING

- Personalized coaching.



TRAINING

Sales training is ideal for all sales professionals and is customized, highly interactive and delivered in-house or web-based. This training introduces, develops, and solidifies the foundation of our program, principles, and methodology and may include the following.

PHASE ONE AUDIT: Evaluation, discovery and audit of individual sales representative's techniques and behaviors including;

- Personality strengths and weaknesses
- 360° Evaluation
- Video Rorschach™
- TrueEQ™ assessment

After final review of all aforementioned elements, NHC will discuss findings with the appropriate company leadership team. A determination will then be made for the most effective additional program deliverables to bring out the best in the sales team as a whole, and each individual Sales Representative individually to ensure reaching its greatest potential.

PHASE TWO: Six 2-hr. in-house group instruction and working sessions that will introduce, develop and solidify the foundation of the The Emotionally Intelligent s Sales (TEIS) program. In brief - Sales Representatives will;

- Understanding Emotional Intelligence and how EQ shapes people's perceptions of our personal brands, and by extension the reputation of the organization.
- Learning how "Motivational and Conceptual Why" drives individual and organizational success.
- Identifying and discovering known and unknown weaknesses that are negatively affecting personal brand and limiting success and develop tangible action plans to mitigate those liabilities while drawing out and accentuating natural strengths, thus increasing sales.

- Change current sales mindset to a new and transformative one that will dramatically increase the quality of current and future client relationships, referral business, client retention and satisfaction and overall sense of happiness and well-being in their job.
- Shifting from an employee to an employer mindset (the power of personal responsibility).
- Understand and develop strategic marketing partnerships that will play a critical role in the number and quality of referred leads and business, driving overall results.
- Understand how to more effectively utilize and leverage contacts with a focus on people, not processes - significantly increasing their "authenticity quotient" and refocusing efforts on ROR (Return on Relationship).
- Recognizing the compounding and ripple effects of their sales actions and how to "Live the Moment" - transforming ordinary sales moments into extraordinary.
- Implementing transformational sales tools and processes effectively using and taking advantage of EQ principles to leverage contacts and significantly increase referral business, client retention/satisfaction.

PHASE THREE COACHING: Coaching

AM	1.922	12,349,000
EM	3.480	238,481,000
HPL	1.042	6,478,000

Having a sales get together? A yearly conference or seminar? A quarterly review where everyone gathers?

Whether you are after a pumped up session that has them energized or a powerful impactful sales session, we can tailor an event to your exact requirements. This could be for any length of time. The duration and material is customized.

Skilled at getting everyone engaged and learning, our event sessions are professional, known to quickly up skill, practical, stretch every level and are interesting and fun.

We are skilled at taking any level of group (most are mixed levels) and taking them on a sales journey they have not had before. You want to get quick ROI on your event – get some powerful sales training in!! They won't be able to wait to try out these advanced techniques. This is usually the highlight of their time as a group.



COACHING

One-on-one coaching sessions are conducted face-to-face or via video conference. Our coaching programs are proven to significantly shorten the time needed to begin seeing real results.

- ✓ Coaching solidifies the foundation of the program principles and methodology wrapping them in an emotional charge, which acts as a catalytic in bringing them to life and igniting their application.
- ✓ Coaching addresses individual issues in a way that group training can't.
- ✓ Coaching immerses the sales person in a unique and practical “modeling” style of engagement helping the sales professional more readily “get it”.
- ✓ Coaching brings a “real-world” application helping to address the issues most directly preventing the success of the sales person.
- ✓ Coaching establishes a needed system of accountability - “that which gets measured, gets results”.

Our ability to quickly affect needed change is why the ***NHC coaching*** and ***EQ U certification*** are known as the definitive coaching and certification programs on Emotional Intelligence.



Chris

“The Emotionally Intelligent certification has truly changed my life for the better. I know it sounds cliché, but there’s something very special in the presentation and way you engage with the content. It “sticks”, I don’t know any other way of putting it. The information is clear and concise, the stories unforgettable, the metaphors and axioms connect to the “why” at a deeper level. The methods instantly become “actionable”, which was key to my success”.

Susan

“I’m embarrassed to say it, but my employer was ready to fire me. They said my management style was having a deleterious effect on the team. I’ll be honest, when they offered this program as a last-ditch effort, I had zero confidence I could change. Why? Because I couldn’t see what others were seeing . . . I had a blind spot. How do you fix something you can’t identify? The “buck-naked truth mirror” is how, and once you see yourself as others see you, there’s no going back. The principles in this program have had a profound effect on my confidence, not only professionally, but personally. The changes are permanent”.

Ally thinks we’re special

“Having been through two other EI trainings, I can honestly say this course contains the most insightful, enjoyable, relevant and engaging material. It should be classified differently because it goes way beyond the traditional literature and material – this is something else . . . something special”.

GET IN TOUCH



We care about you, your needs, your goals, your vision.

Thought and consideration has been put into each and every evolving exercise to ensure participants are engaged, enthused and know how to operate to maximum effectiveness. The result is confident individuals that go out and find, recognize and convert every opportunity - Easily - With integrity.

Sales training offers us a lot of psychology. First your team feels invested in. Second, we handle the job (with you) of getting them open minded and ready by tasking and liaising before an workshop. Thirdly, we understand human behavior - how

to motivate people. We know if they are relaxed and having fun they embrace and pick up lessons quicker. We teach about 'our internal state' that is - how do we react when the business has challenges and how to be in charge of how we react.

The essential training though, for behavioral change, comes from the Inner Game. 'Mindset' and 'Skills' have equal importance. The right mindset is, quite frankly, a game changer.

We look forward to hearing your needs and seeing how we may be of support to you during this next phase of you and your sales team's career.



Toll free: 800-431-1990

info@getnotus.com

www.getnotus.com

www.theemotionallyintelligent.com