

Do you want fast, first class learning & development at affordable rates?

Fresh Look Consulting brings you "Pint sized training"

✓ **High Impact and cost effective** - Get 2012 off to a flying start with a cost effective and high impact workshop delivered by our team of experienced practitioners and coaches.

✓ **High value personal and team development sessions**- Which your people will value and the business will benefit from in 2012 and beyond

✓ **Experiential, focussed and time efficient**- designed to create deep learning and new insight in just 3 hours.



✓ **Affordable and transparent rates**- Pay for the session- our rates are fully inclusive. Maximum delegate numbers apply

Tara 07816 908 662

"The whole workshop was well constructed and delivered with total relevance for the delegates and the output required." Sales Director Reach

"Thanks to the tailor made program that Tim prepared for our company, we have taken our staffs' client relationship skills to the next level. The fun we had combined with the valuable insights we gained makes Tim a valuable partner to our business." MD InterTrust



We are still offering our fully bespoke workshops as well as our pint sized sessions, please give us a call to discuss your requirements.

Tim

07921 742124

www.Freshlookconsulting.co.uk

Pint sized.....More for less

Building an effective team (3 hours)

Content

- Highly effective teams have high level of positivity as well as productivity (Team Coaching International)
- Understand what makes teams productive and positive
- Create your own team charter for effective working

Outcomes

- ✓ Team are aligned around a common set of principles and working practices
- ✓ Team have an action plan of what they need to do differently to become highly effective

The magic of creative problem solving (3 hours)

Content

- Understand the behaviours of creative people
- Learn 4 techniques for idea generation
- Work on an existing problem that you would like lots of solutions for

Outcomes

- ✓ New techniques to make your business more creative
- ✓ A live problem with some new solutions

Effective Networking (3 hours)

Content

- Market segmentation
- Write your perfect elevator pitch
- How to work the room
- How to build rapport

Outcomes

- ✓ Improved Targeting
- ✓ Increased confidence
- ✓ Structured approach
- ✓ Lead generation

Coaching skills for line managers (3 hours)

Content

- How to have better conversations with your team members
- Powerful feedback and acknowledgement
- Making goal setting motivational

Outcomes

- ✓ Line managers will be able to encourage their team members to be more solution orientated
- ✓ This will result in teams that are more empowered, engaged, creative and ultimately more effective

Understand yourself and others (3 hours)

Content

- Bringing Personality profiling to life
- Appreciating difference in others
- How different types interact and what they need to be effective

Outcomes

- ✓ Self awareness
- ✓ Ability to communicate more effectively with people of other types
- ✓ Ability to work with others more effectively

Key Business development skills (3 hours)

Content

- Understand your sales cycle
- Asking the right questions, listening and exploring needs
- Influencing different personalities

Outcomes

- ✓ Stronger customer relationships
- ✓ Uncover new business opportunities
- ✓ Retain customers for longer

For more information call Tara on 07816 908 662 or Tim on 07921 742124