amplify team performance

9:00 - 9:15	Launch	1:45 -2:30	Ор
9:15 – 10:55	 Extend your leverage Define ROSL Individual activity: Assess the impact of your strategic choices Prioritize leadership activities Individual activity: Prioritize leadership activities Prioritize accounts and opportunities Act early Develop your team Leadership cadence 	2:30 - 3:00	Ma
10:55 – 11:10	Break	3:00 – 3:15	Bre
11:10 – 1:00	 Optimize your team Team performance is a journey Team coaching assessment Individual activity: Complete team coaching assessment Team types Individual activity: Identify your team type Leadership Style Group activity: What to emphasize with your team 	3:25 - 4:25 4:25 - 4:55	144-
100 – 1:45	Lunch	4:55 – 5:00	Wr



Optimize your team

- Team training
- Pair activity: Plan your first team training
- Individual Activity: Add team training to your cadence
- Team meetings
- Individual Activity: Add team meetings to your cadence

Master coaching

- Coaching in your cadence
- Coaching fundamentals

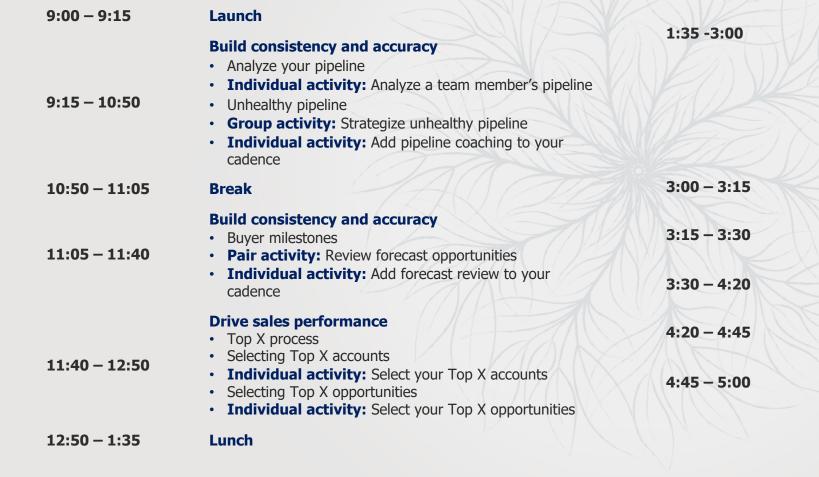
Break

- Who and what to coach
- Individual activity: Prioritize who and what you'll coach
- Coaching strategies
- Pair activity: Apply your coaching strategy
- Individual Activity: Add 1:1 coaching to your cadence
- **Group Activity:** Practice coaching the Great 8

Wrap up



optimize revenue management





Drive sales performance

- Coaching to account
- Pair activity: Plan and practice a Top X account coaching conversation
- · Coaching versus co-selling
- Individual activity: Identify opportunities as coaching or co-selling
- Co-selling
- Individual Activity: Plan a co-selling opportunity

Break

Drive sales performance

- Coaching to opportunity
- Individual activity: Plan Top X coaching

Top X coaching activity

Bring it all together

- Leadership toolkit
- Individual activity: Finalize your cadence

Wrap up

