

# Theresa Callahan

**LEAD YOUR TEAM TO HIGH PERFORMANCE!**

**6-Month VIP Leadership & Team Development Program**



A CUSTOMIZED COACHING EXPERIENCE THAT PROVIDES TRAINING ON THE ESSENTIAL **BUILDING BLOCKS** YOUR BUSINESS NEEDS FOR SUCCESS

## **The Culture of your Business and How it Impacts High Performance**

- ✓ What is important about the “Culture of your Business”?
- ✓ Attracting the clients and team members your business needs to thrive
- ✓ Creating a Team Culture Statement driven by Values and Core Principles

## **Accountability Measures and How they Lead to High Performance**

- ✓ What is Accountability? How to shift from *Strategy* to *Action* with your team
- ✓ Implementing SMART Goals, impactful Team Meetings and powerful 1:1 Coaching Sessions with your team members
- ✓ Processes and Systems to keep yourself and your team on track

## **Team Talent and How it Relates to High Performance**

- ✓ How do I know if I have the right person in the right job? Matching talent with the needs of the business
- ✓ Rebalancing Team Talent and identifying talent “gaps”
- ✓ A focus on roles and responsibilities as they relate to achieving goals

## **Professional Development Planning for Team Members**

- ✓ Creating a Career Path for your Team Members
- ✓ Implementing Professional Development Plans that engage and Inspire
- ✓ Developing Employee Engagement Initiatives that will improve Accountability and shift Performance

## **Key Elements to Attracting, Training & Retaining Top Talent**

- ✓ Strategies to Attract the Talent your Business needs
- ✓ Developing an effective Hiring and Onboarding Checklist
- ✓ Implementation of effective Performance Reviews (that are easy and fun!)

## **Guerilla Marketing: Attracting the Customers you Desire**

- ✓ What is your “WHY?” Aligning your Strategy with your Purpose and Vision
- ✓ Implementing a mindset of Marketing as a “Team Sport”
- ✓ Building a Strategic Marketing Plan aligned with your business goals

## **INCLUDED IN YOUR LEADERSHIP & TEAM DEVELOPMENT PROGRAM**

- ❖ A 90-Minute Foundation Session to establish a **Primary Focus** for our work together
- ❖ A Customized Program Binder, filled with tools and resources to help you build a High Performing Team – **materials for ALL of the building blocks listed above are included!**
- ❖ Two 1-hour customized Leadership Coaching Sessions each month that include powerful individual & team coaching exercises that **transform team performance**
- ❖ Customized activities that will help you build your **Playbook For Excellence**
- ❖ A copy of Theresa Callahan’s book, **Managing For Performance: Building Accountability for Team Success**

## The Power of Coaching

*“Theresa is the Quintessential Executive Leadership coach. I have experienced next level success as a result of her Leadership and laser sharp consulting. If you are looking to take your Business and Team to the next level, Theresa’s coaching program is your solution. High energy, passion, and integrity.”*

**-Rey Polanco, State Farm Agent**

*“Theresa helped my team to optimize their workforce by providing tools and dialogue to identify our best talents and areas of weakness. Very professional, instant credibility, easy to work with, and loaded with resources.”*

**-Donna Saarem, State Farm Sales Leader**

*“Theresa has been my strategic leadership coach since 2010. She is amazing at helping my team and I hold each other accountable. Together we have put processes in place that help us consistently reach our goals.*

*I am truly a better leader and business owner because of the work we have done together over the past 10 years.”*

**-Chris Palmer, State Farm Agent**

### **Payment Options**

**OPTION 1: \$3645 prepaid for the 6-month program (A 10% discount!)**

**OPTION 2: \$675/month for 6 months**

*“Before you are a leader, success is all about growing yourself.*

*When you become a leader success is all about growing others.” - Jack Welch*