



Sage Alliance, Inc. Workshops

The Power of Leadership Branding: Make a Greater Impact

In this interactive workshop, participants will learn the power of *Leadership Branding* and how best to position themselves for success based on the unique skills, passion and value they bring to the table. Through a proven assessment tool, we'll explore personal and behavioral styles and their perceptions in the workplace along with essential tips on managing these perceptions to optimize performance. Armed with this information, participants will build a *Performance Inventory* highlighting their strengths and unique talents, create their own commercial to promote themselves and complete a *Marketing Plan* to take immediate action to position or reposition themselves within the organization. All this to create a *Leadership Brand* that will prove critical to being more effective in achieving and executing their business goals and providing the needed leadership for their organization's that gets results.

Develop a Cohesive Team Team Building through Improved Awareness

Whether it's a new or a well-established team, the ability to work effectively together is vital to the success of any organization. However differences in style, approach and behavior are what in many instances render a team ineffective. This interactive workshop is designed to enable participants to gain greater self-awareness, recognize and appreciate differences, gain insight into team dynamics and develop strategies to be more effective.

Leveraging an industry-leading assessment, participants will:

- Uncover blind spots and learn strategies to close gaps
- Gain insight into how to communicate more effectively
- Recognize stressors that can impact the team negatively

With this understanding leaders become more effective individually and as part of the broader team. Participants learn how to flex their style and tailor their communication as the team works together to achieve a common goal. This results in improved alignment, increased accountability & greater satisfaction yielding optimum team performance.

Create a Lasting Impression: Develop your Communication and Presence

Whether in a meeting, a one-to-one communication or a networking event, every exchange creates a lasting impression. Do you know what your presence reveals about you? Are you making a professional impression? This experiential workshop focuses on those things that enhance your professional presence while recognizing detractors. By understanding the impact your actions, words and behavior have on an audience, business professionals can create a lasting impression, one that contributes to reaching their ultimate goal. Through interactive exercises participants will zero-in on their current presence, develop strategies to minimize the detractors that can "derail" them, and create a roadmap to effectively build their professional presence.

Building High Performing Teams through Coaching

Today's dynamic and changing business environment requires leaders to do more with less, make decisions quickly and take on additional responsibilities, all without a roadmap. Instead of the traditional command and control management practice, successful leaders are learning how to effectively coach their teams to empower them to reach their full potential and maximize their performance. In this experiential workshop, participants will learn the importance of not just managing but coaching their employees to bring out the best in them. Through hands-on exercises, leaders will transform into leader coaches who will learn the necessary skills to build high performing teams. Organizations that put their leaders through this session will:

- Improve problem solving and decision-making skills
- Foster trust and rapport
- Instill ownership and accountability
- Optimize performance
- Bolster morale
- Establish a positive coaching culture

Participants will leave with the critical techniques and tools necessary to inspire, motivate and empower their employees immediately.

Improve Your Net Worth; Network! Grow Your Visibility

Career success alone is not defined by a job well done. We think our performance exclusively determines our ascent on the corporate ladder. However to take that next step, one must have the visibility and exposure that comes from building a solid network. Without this, it makes it even more challenging to reach your career goals. Building your network has its benefits and being able to promote yourself becomes paramount. This workshop focuses on the importance of self-promotion and what it means to grow your visibility.

In this workshop, participants will learn how to:

- Develop strategies for self-promotion
- Gain visibility for their accomplishments
- Establish corporate champions
- Build and nurture a healthy network

Those that are successful are savvy leaders who build authentic networks that work.



About Sage Alliance

Shelley Hammell, Author of *You Think You're Coaching, But You're Not!*, accomplished executive coach, seasoned speaker, skilled workshop facilitator, president and CEO of Sage Alliance, Inc. brings years of practical business experience and deep executive level expertise working with companies, of various sizes, across a variety of industries.

Shelley's expertise in talent development both at the executive level in coaching and in team building sessions, enables her to directly impact individual and organization-wide performance. She is certified in several assessment tools including the Birkman, Herman Brain Dominance instrument, Hogan Leadership Forecast Series and Meyers-Briggs Step II.



Sage Alliance, Inc.
4060-D Peachtree Road
Suite 224
Atlanta, GA 30319

Phone: 404.680.6186
Fax: 404.842.1044
shammell@thesagealliance.com
www.thesagealliance.com