

FocalPoint Coaching Excellence

# PERFORMANCE COACHING & TRAINING

POWERFUL BUSINESS-BUILDING TOOLS

Q IS YOUR BUSINESS HEADING IN THE **RIGHT DIRECTION**?  
WOULD YOU LIKE TO **GENERATE MORE PROFIT**?  
DO YOU HAVE THE **RIGHT TEAM** IN PLACE?  
ARE YOU REALLY IN **CONTROL OF YOUR TIME**?

- Never in history have business owners needed to know more and do more to be successful
- The knowledge and accountability necessary to be competitive and take performance to record heights has never been greater

**That's where a Certified FocalPoint Coach comes in;** 1 on 1 or Group Coaching as well as Training Workshops for business owners, corporate teams or independent professionals to learn and implement proven business concepts, strategies & tactics to accelerate success.



## **PERFORMANCE COACHING PROGRAM:**

1 on 1 or in group settings via 5 fast acting implementable core Modules:

### **1. Gain Power through Clarity:**

Establishing a foundation, strategic planning, bench marking & measuring, constraint analysis and more

### **2. Increase your Effectiveness:**

Increase productivity, zero based thinking, Occam's Razor, delegation, the Parthenon Principle and more

### **3. Grow your Business:**

Turbo-charge marketing, increase revenue, branding power, strategic business units and more

### **4. Superstar Selling:**

Get more ideal prospects, solution selling, overcoming objections, closing more sales and more

### **5. Effective Leadership:**

Taking responsibility, mission vision values & purpose, strategic thinking, execution and more

## **TRAINING & DEVELOPMENT PROGRAMS:**

- Sales Success Intensive; Enhanced sales skills
- Sales Breakthrough; Superior communication skills
- Strategic Planning or Goal Setting
- Time Management/Effectiveness
- Behavioral Assessments; Bench marking
- Personal Performance Coaching

**CONTACT US TODAY TO FIND OUT MORE**

Charles McFarland

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