



## COMMUNICATION TRAINING



### Sparking effective communication

Leaders have to communicate with a variety of people at all levels of an organization. As a result of this communication training, individuals will develop the tools and techniques they need to increase their connections with others and communicate more clearly, concisely and confidently.

### Rooted In Results

Open and effective communication is an integral part of having a positive company culture, but we know how easy it is for communications to go awry. This program will help participants improve their communications, identify communication gaps, and build new skills to spark successful and positive communications. By mastering these skills, organizations will see an immediate impact in increased productivity, employee engagement and job satisfaction. With every program we deliver, we believe in measurable results and are committed to maximizing our clients' investments.



Even though **89%** of people believe that effective communication is extremely important...

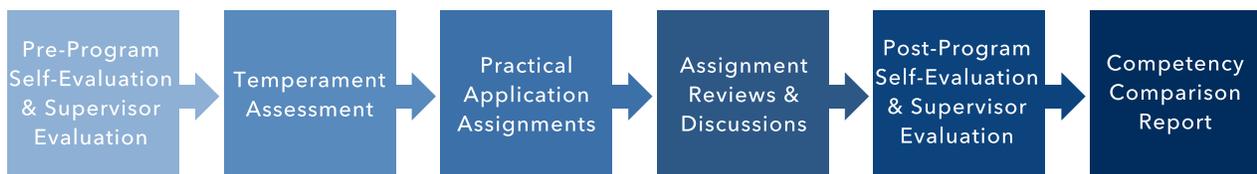


**8** out of **10** people rate their own business' communication as either average or poor.

Source: Project.co

### Our Approach

Our programs incorporate a variety of techniques to maximize participant engagement. We use group-led discussions, Socratic methods, hands-on exercises, instructional videos, and role-playing throughout our training. We promote collaboration among learners by integrating real-life workplace challenges and problems. Key elements of this program include:



***“One valuable takeaway from the training I use constantly is preparing for a one-on-one or group meeting, thinking about how I will be heard, and how to allow others to contribute. I am constantly reading the room.”***

- Chuck Derickson, Engineering Project Manager, ALOFT AeroArchitects

## Program Topics

- **Introduction & Owning Ownership**
  - Define the mindset of ownership.
  - Learn how to own intent, actions, and inactions.
  - Set meaningful and measurable communication improvement goals.
- **Be a Communication Catalyst**
  - Examine the three common causes of communication breakdowns.
  - Learn how to create mindful connections.
  - Master winning techniques to spark successful and positive communications.
- **Temperament Traits**
  - Identify the four different types of temperaments.
  - Examine the different patterns of thinking and communication styles.
  - Learn the best approach for communicating with each temperament.
- **Reframe Your Thinking ("Filters")**
  - Identify how perceptions, i.e. 'filters,' influence thinking.
  - Examine how filters affect leadership style.
  - Learn a proven process to reframe thinking.
- **Managing A Tough Conversation**
  - Understand how to diagnose a situation before it intensifies.
  - Learn the keys to navigating tough conversations.
  - Engage in a role-play scenario.
- **Communication Action Plan**
  - Review of communication concepts
  - Participants identify top program takeaways.
  - Create an action plan to track progress toward achieving communication improvement goals.

***"Mike and his team provide training and solutions that are business-focused, measurable and effective. After several sessions, you will be fundamentally changed as a leader."***

- Sharon Abrams, Human Resources Manager, Commonwealth Trust

***"The team gained self-reflection and increased confidence. They were all stronger than they gave themselves credit for. Through the training, they realized that they could survive and even thrive outside of their comfort zone."***

- Glenn Damanti, Principal, Federated Lighting

## About Us

Established in 2003, Nally Ventures is an entrepreneurial company founded by Mike Nally, a proven leadership coach and real estate developer. We are a results-oriented business committed to providing solutions in order to take organizations and projects to the next level. We provide an array of services that transform executives into world-class leaders, produce a new generation of highly effective managers and team members, and navigate the maze of real estate development. At Nally Ventures, we take tremendous pride in being a team our clients can trust, respect and rely on to foster new growth for their businesses.