



THE EDGE

Employee's Development & Growth for Excellence Workshop

Join this highly participative boot camp, which will enable you to assess and develop EDGE talent and performance at work. This is a workshop designed for managers, professional trainers, human resources professionals and internal consultants who are committed to developing individuals, teams, and results. While this is an investment in yourself, this is also an investment in your company, as we provide you a turn-key solution to then implement these assessment tools and workshops within your organization to assist in better selection, retention, and development of talent.

In this workshop you will gain hands on experience using:

- The Preferred Communication Style / DISC behavior model,
- The Workplace Motivators / Values tools,
- The Personal Talent Skills Inventory (PTSI)
- A benchmarking process for improved selection, retention, and development
- Tools for employee coaching and development.

As a result of attending this workshop you will be prepared to take the certification exams for Behavior, Values and Talent, if you so desire. Other topics that are woven into the workshop include:

- How to create and build a highly talented team
- How to understand the core elements of individual and team dynamics
- Understand how to identify stress problems and provide coaching solutions
- Why behavior alone gives you only half the insight you need to be successful
- Values as the glue that holds a relationship or a team together

TRAINING EDGE LLC. 610.454.1557/0336 (FAX)

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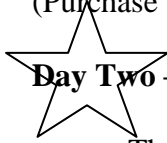
Day One – Focus on Behaviors – TTI Success Insights

The history and use of behavioral models in selection, retention, and development
Understand your own behavioral choices
Recognize, understand and appreciate others preferred behavior and communication style
Learn how to read other people
Read current and future stress problems
Team building solutions from behavior recognition
How to lead the **Dynamic Communication Seminar** in your own organization

Materials included:

- Success Insights Assessment Report
- Dynamic Communication Facilitators Seminar CD
- Dynamic Communications Workbook
- Extra slides on CD for use with listening skills, stress, team building and other workshops you conduct in your organization

(Purchase Value of Materials you will be given on Day One: \$459)



Day Two – Focus on Values & Workplace Motivators

- The history and use of the values model
- The hidden motivator – WHY people do what they do
- The six hidden motivators and the drive behind each one
- The passion, over extension and stressors for each values cluster
- Integrating behavior with the values
- How to estimate the cost of values conflicts in your organization
- How to lead the **Your Attitude is Showing** workshop and integrate it into an existing Leadership Program in your organization

Materials Included:

- Workplace Motivators Report
- Your Attitude is Showing Facilitator Seminar CD
- Your Attitude is Showing Workbook
- Slides on CD for use with the different types of training initiatives

(Purchase Value of Materials you will be given on day two \$429)



Day Three -- Focus on Talent Identification and Delivering First Class Services

- Personal Talent Skills Inventory (PTSI)
- Manual for using PTSI
- How to create a job benchmark using the Work Environment tools for candidate selection
- Creative Learning Tools and where to find them
- How to measure your bottom-line benefits of training, coaching and consulting initiatives
- Understanding and Deploying the Endorsement Model

Materials Included:

- PTSI report
- Work Environment Report
- TriMetrix Coaching Reports
- Benchmarking Process
- Slides for use with the Global Models of Leadership
- Assessments Review and Resources List

(Purchase Value of Materials you will be given on day three \$559)

This workshop includes lecture, case studies, video, activities, and practice sessions, an in-depth guide and slides. The only prerequisite is completing the on-line assessments at least 3 days prior to the workshop –please allocate 40 minutes of uninterrupted time to be on-line.

Investment: \$3500 per person – all inclusive of materials (group discounts available.)

Refund & Cancellation Policy

If for any reason a participant has to cancel their attendance after they have registered a full refund will be given if the cancellation is 20 days prior to the event.

This workshop is fully guaranteed or your money back with no questions – by the way, no one has ever asked for their money back in attending one of our workshops!

For more information about upcoming workshops please call or email:

Office: (610) 454-1557 basharon@trainingedgegroup.com

This workshop is limited to a maximum of 10 participants. Reserve your space today!

THE **EDGE** WORKSHOP PRICING SUMMARY

	Component	Unit	Description	Cost
1.	Instructor-Led Training Program ❖ One Expert Facilitator (from The Training Edge)	3 Day	3-Day Intimate Workshop that teaches the tools and philosophies for using SMART Assessments, including Job Benchmarking, Success Insights for Behavior Preferences, and PIAV (Values) *To create richness, we encourage a minimum of 3 participants to attend within a workshop. <i>A discount per person is realized for workshops within an organization that involves more than 3 attendees.</i>	\$3500 per person *
2.	Costs for Certification Exams (Optional)		The Training Edge will work with each attendee in preparation for Certification Exam. Participation in an Exam is not mandatory. However to achieve the certification distinction, each professional must complete and achieve a passing grade of 80%	\$500 / per exam
2.	Training Materials		<p>Day 1: Materials included:</p> <ul style="list-style-type: none"> • Success Insights Assessment Report • Dynamic Communication Facilitators Seminar CD • Dynamic Communications Workbook • Extra slides on CD for use with listening skills, stress, team building and other workshops you conduct in your organization <p>(Purchase Value of Materials you will be given on Day One: \$459)</p> <p>Day 2: Materials Included</p> <ul style="list-style-type: none"> • Workplace Motivators Report • Your Attitude is Showing Facilitator Seminar CD • Your Attitude is Showing Workbook • Slides on CD for use with the different types of training initiatives <p>(Purchase Value of Materials you will be given on day two \$429)</p> <p>Day 3: Materials Included</p> <ul style="list-style-type: none"> • PTSI report • Work Environment Report • TriMetrix Coaching Reports • Benchmarking Process • Slides for use with the Global Models of Leadership • Assessments Review and Resources List 	<p>\$459 Waived/ Included</p> <p>\$429 Waived/ Included</p> <p>\$559 Waived/ Included</p>

			(Purchase Value of Materials you will be given on day three \$559)	
5.	Trainer Travel	TBD	Any and all costs will be kept to an extreme minimum for trainer travel expenses. Expenses are billed at actual cost. No mark up realized.	TBD
6.	Assessment Tools – Fees		<p>The following online sample assessments are available for use by any professional who completes the 3-day SMART program.</p> <p>These internet-delivered assessments can be used for such topics as leadership and team growth, individual and group development plans, learning and strategic consulting.</p> <p>Sample Assessment Tools Include: Success Insights – Executive, Management, Staff, Team, Customer Service, and Sales Versions Available Workplace Motivators Job Fit: Benchmarking Personal Talent Skills Inventory</p>	Range: \$99- \$175 Each (Most are \$99)
	Total Pricing Structure Per Person			\$3500 + Additional Exam Fees, which are optional, but encouraged at \$500 per exam

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