

# Coaching Skills FOR WINNING MANAGERS



**Available  
on Demand!**

**Online, 52-week program. Easy self-paced learning!**

**Rowland Consulting**  
14401 Covington Rd.  
Independence, MO 64055

Stamp

**Online  
Learning**



**Virtual  
Classroom**



**3 Managers  
attend, get  
4th FREE**



**Only \$19  
per week**

# A word from our clients...

*"Coaching has increased our ROA, created a stronger team environment. Learning to coach with this program has given me the confidence to be a 'Coaching CEO.'"*

**Cindy Duke**  
CEO, Natco CU  
Richmond, IN

*"Coaching our employees helped us increase our loan growth to over 15% per quarter. Coaching has made a huge difference."*

**Shawn Beltz**  
CLO, RG FCU  
Raymore, MO

*"The results have paid for the program many times over."*

**Brenda Estes**  
Natco CU  
Richmond, IN

*"Our net income has increased significantly because we coach more effectively."*

**Joye Conklin**  
CEO, RG FCU  
Raymore, MO

# A message from our staff...

Dear Manager:

Your management style is your inescapable calling card. It immediately announces who you are, how you feel and what you expect - from yourself and others.

In this extraordinary 52 week online program, we will show you how to recognize and avoid the power robbing mistakes and habits that are holding you back as a coach and a leader. We will also work on simple, yet effective techniques that can make you a motivating, persuasive and powerful manager.

You will learn to:

- Coach effectively and professionally with difficult people and tough situations.
- Exert a powerful influence on the actions and attitudes of those around you.
- Recognize the way you currently are coming across as a manager (it is like holding your present management style up to a mirror - count on some surprises!)
- Use powerful communication techniques to resolve differences and defuse difficult managerial situations.
- Win the support of others for your ideas and positions.
- Confidently ask for (and get!) what you want.
- and much, much more.

**"Coaching with confidence, authority and power is not a skill that comes naturally to most of us. Sign up for our 52 week program. We will show you how to coach more effectively. And we guarantee it!"**

Sincerely,

**Rory Rowland**  
Trainer

[www.CoachingManager.University](http://www.CoachingManager.University)

Sincerely,

**Tony Sommer**  
Technical Design & Support

[www.CoachingManager.University](http://www.CoachingManager.University)

See some of the workshop topics on the next two pages  
for the comprehensive **ONLINE** 52-week program.

Studies show that up to **75%** of communication is ignored, misunderstood or forgotten.

Let **US** show you how to **MAKE** every coaching moment **COUNT!**

## Put these practical, new coaching skills to work immediately. Learn...

- The skills that signal you are to be taken seriously.
- The powerful part coaching plays in your managerial ability.
- Three common mistakes that mark you as a lightweight manager.
- Keys to coaching people who fly off the handle.
- How to deal with others' aggressive tactics through effective coaching.
- Nine strategies to make you a more effective coach.
- Steps to firmly position yourself as a key member of management.
- How to persuade any adversary to see your point of view.
- What kind of coach are you? Take our self-evaluation test.
- Key techniques that allow you to predict people's response to you and your coaching ideas.
- Give feedback and criticism while maintaining your employees' respect and goodwill.

**Gain skills that guarantee increased results**

Our single, crystal-clear objective in presenting this program is to equip you with the powerful coaching skills that will make a difference. Skills that will have a significant and positive effect on the impression you make on others and the results you get from every exchange.

The degree of career achievement you enjoy is dictated by your skills in coaching people. Regardless of your experience, you can always benefit from new ideas and skills that will keep you and your team at peak performance. This program will help you make a powerful impact with every encounter.

**To register: [www.CoachingManager.University](http://www.CoachingManager.University) or call 816-478-3249**

# Coaching Skills FOR WINNING MANAGERS

[www.CoachingManager.University](http://www.CoachingManager.University)  
presents online, self-paced,  
52 weeks of learning.

- Learn techniques to effectively coach - say goodbye to “shoulda, woulda, coulda” coaching.
- Explore different approaches to coach for opportunities.
- Motivate your team; learn the value of intrinsic motivation.
- Discover the difference between difficult conversations to conversations that uncover and solve difficulties.
- Uncover the keys to **WOW** service.
- Develop leadership skills that make a difference.
- Prevent resistance with a simple training technique.
- Unlock the mystery of the underperformer.
- Master the keys to time management for yourself and your team.
- Confront challenges before they become real problems. Ignore this at your own peril.
- Reveal the Pygmalion effect - is it standing between you and your success?
- Identify coaching moments that make a difference.
- How to leave a legacy - Don't miss this powerful idea of leadership.
- Challenge yourself to be an exceptional branch manager.

**Budget  
Friendly**  
★  
**No Missed  
Work!**  
★  
**Save on  
Travel Cost**

**Easy  
Bite Size  
Learning**

**Call 816-478-3249 for more information!**