



Our Six Step Training & Development Methodology!

Getting The Results You Need ... Our 6 Step Methodology

I have been a part of the leadership, sales and personal development industry for over 15 years now as a speaker, trainer, consultant and executive level coach. I have seen a number of trends come and go! Some have had a lasting effect on our client's businesses and some have had little or no impact at all. Today's business environment has created a new trend that I believe is here to stay. A trend with a particular bottom line focus we are committed to delivering to you and your team. Without exception every client we work with today is looking for results ... concrete, measurable and long term from our keynotes, training programs, consulting projects and coaching assignments!

To guarantee you get those results we have designed a six-step approach to bringing you and your team the desired outcomes you deserve. This process, when used in total, has had a measurable impact on performance, both individually and organizationally. The six steps we recommend you implement for making your program a 100% success before, during and long after are as follows ...

Needs assessment ... it has been said, "prescription without diagnosis is malpractice". This axiom has long been applied to many things other than the medical reality it was first used to describe. For a sales person to sell a service or product without determining a customer's real needs, a leader who fails to understand the needs of team members and/or their organization before instituting a new policy or a speaker/trainer/consultant/coach who delivers a canned program without understanding the client's business landscape and targeted outcomes ... all are guilty of business malpractice.

Before we custom design your program we want to spend as much time as makes sense to be certain you get the results you are paying for. We will utilize tools like our pre-program questionnaire, insightful survey tools, participant polling and other proven practices to know what you want, the environment in which we have to make it happen and the best methodologies for effective delivery. When complete, the needs assessment will give us a focused list of measurable results that, together, we will be able to insure the "real success" of your program.

Program design ... for our clients is always a custom process. Many of our competitors use the "one size fits all" approach to delivering their services and are successful to some degree in doing so. At Champion Education Resources and TeamCER we have always had the belief that a custom program takes longer to develop but delivers greater value for the dollar spent. Using the information we receive during our needs assessment we will custom design and deliver a program your team will know has their best interest in mind. They will know, as will you, that we have done our homework!



Getting The Results You Need ... Our 6 Step Methodology (Cont)

Pre-program work ... is important in order to get maximum results and to set the stage for learning. According to the brightest minds in the adult learning field the most important factor for successful retention and application is pre-program preparation for the attendee. For your attendees we will use a variety of approaches to get their minds prepared to learn and use the information we will be delivering. We are confident that you, like the clients we have worked with in the past, will see the difference in adding this valuable step to the process before, during and long after the event.

Program delivery ... is an important blend of industry experience, proven adult learning techniques, cutting edge materials that work and a platform style that is dynamic and engaging. Whether we are doing a 1-hour keynote, half day, full day or week long training program your people will be constantly engaged in a result focused and dynamic experience. Best way to back up this claim is to offer you the opportunity to speak with a list of as many of our clients as you choose.

Follow-up program ... we have all heard or read the statistics that measure the percentage of adult learning and retention at different intervals following an educational experience. Without going into the specific numbers suffice it to say they are alarmingly low. To the organization that invests considerable dollars to pay for training the numbers are depressing. We offer a total campaign, using a variety of delivery methods, to drive the key learning points 6 months, a year, even two years out into the future therefore maximizing your investment in our services.

Measurable results ... are what it all comes down to. To complete the loop we will use today's top program evaluation tools to determine how effective the experience was at getting the information "from the seat to the street". This also allows you to determine what next steps you can take to continue growing your people toward even greater productivity.

Bottom line ... we get the results you want and deserve!



*For More Information About Our Training & Development Services
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