



# DEVELOPMENT PROGRAM OPPORTUNITIES

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*Provided By*  
Jason Wyatt



# Hello

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1 LEAD

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Hello

I am delighted to present the programs we previously discussed, which mark just the initial step in catering to your specific requirements. Setting ourselves apart from conventional coaching organizations, we take pride in crafting tailored services that align perfectly with your unique needs. Our diverse array of programs can be adapted to various formats, ranging from guided training to self-paced study, all of which boast interactive and stimulating content aimed at enhancing leadership, teamwork, motivation and fostering continuous development. Collaborating closely with our clients, we devise bespoke programs precisely tailored to tackle the challenges faced by leaders in today's fast-evolving business landscape.

Irrespective of one's background or organizational role, we are equipped with programs that can cater to every individual's demands.

I eagerly anticipate the opportunity to further discuss these programs, explore the possibility of collaborating with you, and address any inquiries you might have.

Thank you for considering 1LEAD as your partner in fulfilling your organizational development needs.

Sincerely,

Jason Wyatt

A handwritten signature in cursive script that reads "Jason Wyatt".

CEO and Lead Coach

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# About Us

1LEAD is a coaching and training organization specializing in business, executive, and leadership success. We take pride in delivering high-level coaching and training services to our clients, regardless of their organizational size or budget. Our CEO, Jason Wyatt, boasts 20+ years of experience in the corporate and non-profit sectors, as well as certifications from leading leadership organizations, such as Maxwell Leadership. Our goal is to equip, motivate, and develop growth in your organization to meet current and future needs.

We work closely with organizations to ensure they achieve the best return on their investment. To this end, we develop customized plans to meet specific organizational needs and help clients reach their best next step. We maintain regular communication with our clients throughout the process and beyond, and we provide further training and coaching as necessary.

Our programs cover a wide range of topics, including leadership development, team building, communication, and strategy. Our programs are designed to be highly interactive and engaging, providing participants with relevant and impactful content that they can apply to real-world situations. We offer flexible program delivery options, including on-site or online, large or small groups, and single or multiple-day programs, depending on your needs.

We take our clients' satisfaction seriously, and our "Integrity in Business Statement" is included in every contract and proposal for service. This ensures our clients are satisfied with the progress and services provided.

At 1LEAD, we are committed to helping organizations find their next best step forward toward success and a better future for their teams and their organizations.



# DISC Personality Profile Assessment & Workshop

**What If you could tap into your greatest motivations and dramatically improve your relationships and accelerate your results?**

Your individual personality affects every aspect of your life. That is why one of the best things you can do to grow yourself and others is to understand your personality and what naturally drives you. When you recognize your strengths and weaknesses, you are able to give your best as you work with people around you.



**Get along with anyone, even if you are not a "people person"**

Everyone you encounter is motivated differently, communicates differently. The Maxwell DISC Profile workshop will help you achieve greater success when you learn to value your strengths and those of others.

**Through the workshop you will explore ways to:**

- Apply the Law of Awareness to recognize your strengths and limitations.
- Overcome your shortcomings and clear the path for personal and professional growth.
- Understand how others are different and how to work with each personality.
- Build a strong team that communicates, appreciates the style of others and works well together.
- Learn effective strategies for handling conflict and personality clashes.
- Develop yourself and others to be their best.

This workshop and assessment report and debrief can be combined to generate a TEAM interaction report that shows the overall strengths of the team.



# Everyone Communicates, Few Connect

**A successful leader needs to learn to communicate in a way that connects with others.**

Learn how to identify with people and relate to others in a way that increases your influence with them.

- **Connecting increases your influence in every situation** - Connecting increases your sense of community and your ability to create teamwork. Leaders that connect have less conflicts establish more buy-in and can get more things accomplished.
- **Connecting is all about others** - Good leaders have the humility to recognize they are not the expert on all matters. They don't speak to impress, but to connect authentically.
- **Builds on common ground** - Building positive relationships founded on interest, values, and agreement. Leaders commonly neglect this and make assumptions, trying to control all situations instead of collaborating
- **Create an experience everyone enjoys** - Leaders how you communicate carries more weight than what you say. Ensuring you deliver the right message to the right audience increases excitement and motivation.
- **Inspire people** - Leaders bring energy to their work that inspires belief in the mission, value in the team, and motivate the team to reach their goals.
- **Live what you say** - Teams judge on what is seen, and leaders know the value of communication through action and words. Leaders build trust in their convictions and character.

**Only one thing stands between you and success. It isn't experience or talent.** If you want to succeed, you must learn to connect with people. And while it may seem like some people are just born with it, the fact is, anyone can learn how to make every communication an opportunity for a powerful connection.



# Developing the Leader Within You

**Leadership is not a natural-born skill - it can be learned. Become the leader your team and organization need you to be.**

- **Define Leadership and how it should be applied** - Leadership is defined and becomes the basis for continued understanding and development
- **Prioritization** - Leaders are good at prioritizing. Learn effective tips for time management and evaluation of items to set their priority.
- **Change is Positive** - Change is scary, but when it is shown to have value, the team can embrace it faster.
- **Solving Problems** - One of a leader's most powerful skills is providing solutions. Leaders understand the power of "we" and advance beyond firefighting to become solution-seekers.
- **Serving philosophy** - Leaders serve their team, but what does that serving truly mean and how does it relate to leading a team.
- **Vision, Discipline, Growth** - Leaders connect the goal to the team by seeing more than others. They understand that with self-discipline and growth success can be achieved.

**The foundation of becoming a good leader.** It establishes a place to start the leadership journey. It allows a deeper understanding of the skill set needed to develop leaders and practical applications to meet the changing needs of the business environment.



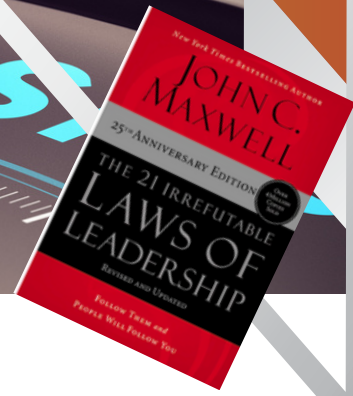
# Developing Your Growth Mindset

**Growth does not occur unless you make it happen**

- **Define the growth mindset and how it is applied** - Growth is not a once and done, it takes time to understand, but when you understand the growth mindset, it will impact your life in a greater way
- **Awareness** - Leaders practice awareness. When you understand yourself, you can help others
- **Strategies of growth** - Development does not happen in a day, but a plan can help you know your path.
- **Self-Reflection** - Leaders understand the benefits of review and how to find and apply the lesson.
- **Expansion and building** - The team is exceedingly important in growth. Leaders understand that increasing the value of the team increases their value.
- **Release, Rebuild, and Improve** - Leaders know that through growth, they become better, and the organization will improve. However, this process of growth must continue to be stretched, or failure

**The foundation of becoming a growth leader.** Growth leaders understand that for the team to grow, they must grow. It requires us to understand the value of potential. Leaders with the growth mindset discover the unfulfilled potential in themselves and their team and help to develop this so we all become greater.

# LEADERS



## 21 Laws of Leadership

**Raise the level of leadership effectiveness through an increased understanding of leadership principles.**

Participants experience a greater understanding of self-leadership skills and influencing others. Based on John C. Maxwell's book, *The 21 Irrefutable Laws of Leadership*, will teach participants the practical tools needed to address the leadership challenges encountered daily within their professions. At the conclusion, of the training participants will understand leadership disciplines and behaviors, have assessed their leadership strengths and weaknesses, developed and practiced the behaviors required to lead themselves and others effectively, and identified ways to incorporate and apply the laws in their daily life. In addition, participants will have the knowledge and skills to effectively use the lessons learned to cultivate daily leadership habits.

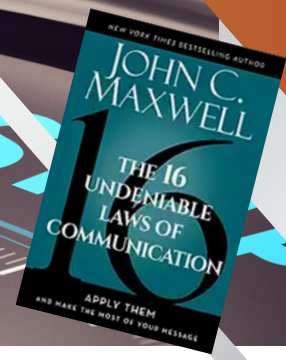
- **Leadership requires the ability to do more than one thing well** - Leaders do multiple things every day if not in one hour. Understanding what is needed increases a leader's ability and knowledge of how to excel. It develops stronger leaders.
- **Learn what it means to be a leader** - The true measure of leadership is influence. Through this mastermind experience, you will learn how to improve your influence on others and confidently lead them. You will also understand how to use your influence with others to help them accomplish their goals, which will help you achieve yours.
- **Identify ways** to incorporate and apply the laws in your life and business each day.
- **Develop and practice** the behaviors required to effectively lead yourself and others.

One thing you need to know about leadership is that there is more than One thing you need to know about leadership.

**There are 21 Things you need to know!**



# LEADERS



## Effective Communication for Leaders

### Leaders communicate at a different level

Effective communication extends beyond the mere use of words; it encompasses various elements that contribute to becoming a proficient communicator. Within organizations, communication often shoulders the blame for failures in completing tasks and taking appropriate actions, which, in turn, leads to distrust and fosters a culture of failure.

On the contrary, leaders who excel in communication pave the way for organizational and team success. This training program caters to leaders at all levels, aiming to enhance their professional and personal communication skills.

Key elements of the program include:

1. Developing a comprehensive understanding of the steps involved in effective communication.
2. Reviewing the process of efficient communication, ensuring optimal outcomes.
3. Recognizing the impact of communication failures and their implications.
4. Embracing techniques to build and implement an effective communication process.

Throughout the program, participants will gain valuable insights into improving their communication prowess, enabling them to effectively connect with their audience, regardless of whether it comprises one individual or a group of a hundred. This training empowers leaders to become adept communicators, fostering a culture of open dialogue and trust within the organization, thereby driving it toward success.



# **Teamwork is the dream work**

**Teamwork is essential. Developing high performance teams.**

The silo approach to growth has proven to be ineffective. Merely having hardworking individuals or strong team chemistry isn't enough to ensure success. Ultimately, it falls upon the leader's shoulders to unite the team and guide them toward victory. This program is thoughtfully crafted to cater to individuals from diverse backgrounds and circumstances.

The program entails the following key elements:

- Developing an understanding of the big picture and the ability to consider it in decision-making processes.
- Unearthing the power of niche specialization and discerning how to maximize its value.
- Understanding the impact of the weakest link in a chain on the overall team's strength.
- Embracing the significance of the scoreboard, comprehending key performance indicators (KPIs), and utilizing them to assess progress and determine success.
- Encouraging effective communication beyond silos, fostering collaboration and a cohesive team dynamic.
- Tapping into your team's unique strengths and superpowers to deliver outstanding results.
- Enhancing ownership mindset to cultivate greater accountability within the team.

Throughout the program, participants will collaboratively build a strategic plan of actionable next steps, empowering them to take responsibility for making the necessary changes to enhance their contributions as team members. The program instills a sense of empowerment within the team, leading to improved performance and the ability to deliver exceptional results.



# Communication excellence

## Move from communication failures to increased understanding and connection

Effective communication stands as a critical focal point across all leadership levels. It is essential for the team to not only comprehend but also deeply connect with the messages being conveyed. At our organization, we have developed a comprehensive program comprising 16 crucial steps designed to elevate your communication skills, whether addressing large groups or engaging in one-on-one conversations. Through our program, you will gain valuable insights into reducing your fear of public speaking and enhancing your effectiveness as a speaker.

The program encompasses the following key elements:

- Master the art of preparation to deliver impactful presentations.
- Identify and leverage your personal strengths in communication.
- Cultivate the ability to engage your audience effectively.
- Employ compelling storytelling to enhance relatability.
- Recognize and interpret the energy within a room to adapt your communication.
- Inspire action and foster positive change to drive progress.
- Improve your speaking tone and convey messages with conviction.

By honing your communication skills, leaders and their teams can bridge gaps often arising from communication breakdowns. A lack of effective communication can lead to demotivated team members and a sense of disengagement from the company's vision. In an era where employee retention is a challenge, effective communication is a foundational pillar to minimize turnover, boost morale, and cultivate a robust organizational culture. Emphasizing the importance of communication is instrumental in unlocking success both in the present and in the future.



# Generational Diversity

**Diversity is more than race or gender, it can be used to build a stronger connected organization**

In the modern workplace, we are confronted with a unique challenge - the convergence of multiple generations working together. Amidst these gaps that separate us, one particularly significant divide stands out as an "elephant in the room" - the generation gap. Although we are aware of its existence, we struggle to address it openly.

Surprisingly, only eight percent of U.S. companies acknowledge this dimension of diversity. Regrettably, this generation gap has given rise to loneliness in workplaces, hindered effective communication within teams, contributed to diminished revenue and team morale, and led to conflicting values and priorities within office spaces, creating divisions rather than fostering unity.

Presently, we witness a historic phenomenon wherein up to five generations work side by side in typical organizations. Consequently, these interactions resemble cross-cultural relationships, as each generation brings distinct values and customs to the table - often resulting in a language barrier of sorts.

Our training program offers comprehensive solutions, equipping you with the tools to:

1. Capitalize on the unique strengths of each age group within your team.
2. Foster effective communication, breaking down barriers of isolation and fostering interconnectedness among team members.
3. Build bridges of understanding, and foster connectedness.
4. Facilitate knowledge exchange.

By embracing these strategies, you can transform the generation gap from a hindrance into an opportunity for cultivating a harmonious and high-performing multigenerational workforce.



# Business Coaching

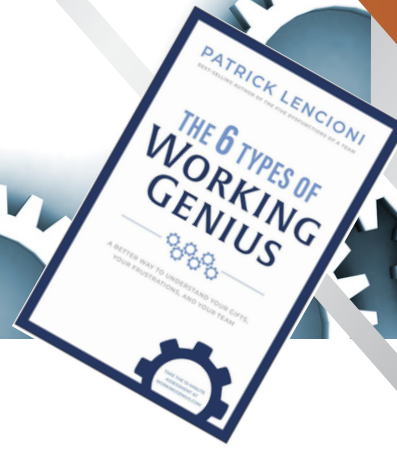
## Take your business to the next level and beyond

This program is specifically tailored to address the primary concerns faced by business owners, offering a strategic approach to overcome these challenges and pave the way for greater success. Collaborating closely with each team, we formulate a comprehensive plan to navigate through the chaos and achieve prosperity and freedom. Our objective is to empower your business, allowing you to utilize your time as you desire.

The program encompasses the following key elements:

- Develop a comprehensive understanding of the bigger picture and how to incorporate it into your decision-making process.
- Discover the significance of finding and capitalizing on your niche to maximize value.
- Recognize the impact of the weakest link in your business chain and its implications for overall team strength.
- Harness the power of scoreboards and Key Performance Indicators (KPIs) to gauge your progress and make informed decisions.
- Establish a sales process that fosters team success and drives growth.
- Enhance your time management skills to steer away from chaos and increase productivity.
- Comprehend the interrelation between team dynamics and business success, identifying actionable steps for future advancement.

Our program operates directly with company leaders, charting a course toward sustained success while capitalizing on the strengths of your team. The ultimate aim is to transcend confusion and reactive firefighting, creating a thriving business that aligns with your passions and aspires towards enhanced efficiency and growth.



# Working Genius

**A Better Way to Understand Your Gifts, Your Frustrations, and Your Team**

Working Genius not only offers personal discovery and immediate relief, but it also equips teams with an exceptionally straightforward and practical framework to harness each other's inherent strengths. This framework leads to heightened productivity and a reduction in unwarranted judgment within the team dynamic. Irrespective of your role - be it a team leader, entrepreneur, front-line employee, executive, school teacher, or stay-at-home parent - this program promises to elevate your work and life by unlocking greater joy, fulfillment, and success.

## Why Working Genius?

- **Maximize Joy & Fulfillment:** Unleash your team's true potential, fostering a sense of contentment and fulfillment in their roles.
- **Increase Productivity:** Tap into the inherent gifts of team members, enhancing overall productivity and efficiency.
- **Build Effective Teams:** Cultivate a harmonious and high-performing team by leveraging individual strengths.
- **Lead Better Meetings:** Optimize meeting outcomes through a better understanding of each team member's unique contributions.
- **Improve Hiring:** Streamline the hiring process by identifying and matching candidates' working genius with job requirements.
- **Boost Morale:** Enhance team morale and cohesion, leading to a positive and thriving work environment.

Experience an engaging and interactive session that empowers your team to effectively utilize and apply The 6 Types of Working Genius, resulting in a more cohesive, productive, and fulfilled team dynamic.



# The Leader's Journey

## Understanding what it means to be a leader

Effective leadership transcends mere directives; it entails a multifaceted approach that involves fostering connections, understanding roles, and driving continuous growth.

The Leader's Journey is a meticulously crafted program aimed at cultivating leadership prowess within your organization. By delving into the intricacies of leadership, participants gain invaluable insights into their roles and acquire practical applications to enhance their connections with the teams they lead.

This comprehensive program not only focuses on building strong leaders but also provides ongoing support and training to facilitate continuous development. It outlines a structured pathway for new and experienced leaders, enabling them to cultivate new techniques, strengthen their leadership acumen, and establish meaningful connections with their teams. This, in turn, fosters motivation and support and ultimately drives increased profitability for the organization. The Leader's Journey is a transformative endeavor that paves the way for leadership excellence and sustained success.



# Executive coaching

**The road to success is not meant to be traveled alone.**

Our coaching methodology revolves around a deep understanding of you as an individual - comprehending your thought process and gaining insight into your unique perspective. Using this understanding as a foundation, we introduce an additional perspective that challenges and expands your outlook, leading you towards more empowering perspectives.

Through coaching, we work to anticipate the challenges you currently face and those that lie ahead. Coaching involves foresight, guiding you through obstacles, and offering unwavering support as you strive to achieve your objectives and break through limiting paradigms. Together, we navigate through a plethora of options to pinpoint the most optimal solutions that align with your aspirations.

We extend two levels of coaching support:

1. **Individual Coaching** - This personalized, one-on-one coaching approach ensures privacy and confidentiality. The primary goal is to assist you in reaching your purpose, vision, and specific goals by tailoring our sessions to cater to your distinct needs.
2. **Group Coaching** - In a small group setting, we foster an environment where collective insights amplify the richness of discussions and lead to innovative solutions that surpass individual contributions. The strong sense of cohesion forged within the group empowers each participant to nurture their leadership potential and flourish within a safe and nurturing atmosphere.

Investing in your personal growth and that of others is a vital aspect of the coaching journey. Together, we embark on a transformative experience that not only enriches your perspective but also fosters collective growth, propelling you toward a brighter and more fulfilling future.





# Coaching Training

**Learn to help your team find success and build confidence**

This program is thoughtfully designed to transform your existing leaders into internal coaches rather than certified professional coaches. Leaders equipped with coaching skills operate at a heightened level of leadership, inspiring vision, setting goals, and driving increased productivity.

Coaching has proven to be instrumental in cultivating a positive culture of accountability and growth within organizations. It shifts the team's focus away from blame and instead encourages the pursuit of effective solutions. By fostering a coaching mindset, your team members evolve into leaders themselves, fostering creativity and collaboration and generating novel ideas.

The program encompasses the following pivotal elements:

1. Develop a comprehensive understanding of the coaching approach.
2. Emphasize the importance of guiding your team toward the best possible next steps.
3. Recognize the impact of mentoring, counseling, training, and managing within the coaching framework.
4. Establish a systematic process for group growth and development.
5. Cultivate new leaders from within the team, nurturing talent and potential.
6. Mitigate internal conflicts and cultivate a high-performance culture.

Working directly with company leaders, our program crafts a tailored plan that enables swift investment in your team. Leaders equipped with coaching skills have been shown to yield teams that outperform others, paving the way for sustained success in the future. Through this transformational journey, your organization will witness enhanced team dynamics, optimized performance, and a pathway to enduring prosperity.

# TRAINING



## Other Trainings and Services

We remain committed to the constant enhancement of our training and services offerings within our programs. In the event that you do not find a program that precisely aligns with your requirements, we encourage you to engage in a conversation with us. This dialogue will enable us to understand your organization better and explore how we can effectively tailor our services to cater to your specific needs.

Below are several exemplary programs that could prove to be of significant value to you and your team as you embark on a journey of personal and professional development. These programs exemplify our dedication to empowering your organization and nurturing the growth and advancement of your team members.

### **Communication Impact Report and Workshop**

This program is meticulously crafted to facilitate a profound understanding of your unique communication style and empower you to maximize its potential.

Together, we explore strategies and techniques to harness your communication strengths effectively, enabling you to forge deeper connections and deliver increased value to others in your personal and professional interactions.

### **Team Impact Report**


The program offers a comprehensive, streamlined view of your team's essential characteristics and strengths. Through this insightful analysis, we empower you to optimize team performance and gain a deeper understanding of how the team functions during challenging situations or periods of stress. This valuable perspective enables you to make informed decisions and implement strategies that foster an environment conducive to peak performance and enhanced team dynamics.




# THANK YOU



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