



DRIVING REAL BUSINESS RESULTS

Gallup found that poorly trained managers cost the economy approximately \$400 billion annually and that 50% of employees surveyed cited leaving their job because of the poor skills sets of their managers.

That interrupts the consistency needed by scaling companies to reach their full potential.

The Results-Driven Manager program provides time-tested actionable solutions to today's challenges using their decades of experience.

The program is trained by former executives, not trained trainers teaching from a coursebook. This front-line experience of our trainers provides levels of relatability from which our class participants thrive.

Our certified and experienced RDL Trainers ensure accountability that the habits are not only understood but implemented and executed. Your managers will become better leaders, and your teams will be more motivated and effective.

FOUR PACKAGED LEVELS OF TRAINING

Each package includes critical elements in the formula to scaling your business. These programs allow every manager in your organization to be able to achieve outstanding results. They transform managers into exceptional leaders of results-driven teams.

ACQUIRING & DEVELOPING TALENT

1. Recruiting Top Talent
2. Hiring Top Talent
3. Setting Up New Employees for Success
4. Retaining Top Talent
5. Inspiring Leadership
6. Developing Your Team Members

INFLUENCING OTHERS

7. Removing Barriers to Trust
8. Dealing with Difficult People'
9. Collaborative Buy-In
10. Participating in the Sales Effort
11. Negotiating Power
12. Getting Negotiations Back on Track

RESULTS-DRIVEN MANAGER TRAINING



SELF DEVELOPMENT

13. PAVE Your Way to Success
14. Reducing Your Workplace Stress
15. Results Driven Communication
16. Conducting Effective Meetings
17. Productive Time Management
18. Making Your Personal Long-Term Vision Happen

TEAM PERFORMANCE

19. Coaching Your Winning Team
20. Strategic Leadership
21. Creating and Managing Successful Action Plans
22. Managing with Key Performance Indicators
23. Using Diagnostics and Critical Success Factors for Creating Goals
24. Creating a High Performing Culture

Applying 2 habits every month the training is delivered through a blend of both self-paced online learning and in-person classroom training sessions. Trainers use study materials, exercises and other tools with the result of trainees leaving every session with great takeaways that they can apply immediately. In all, the monthly time investment is 5-6 hours.

Each habit is a key element in the formula every manager should be using to achieve outstanding results. They transform managers into outstanding leaders of great teams. The growth in managerial capability will be obvious to everyone. Results-Driven Manager training delivers immediate improvement at every session, raising the competency of the trainees with each session. The training program is focused on long-term success and knowledge retention, rather than dealing with short-term fires.

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