



# LICENSE TO LEARN™

## CERTIFIED COACH OVERVIEW

### CHALLENGE

So, you've been through one of our Presenting On Purpose™ programs and you are doing back flips. Now, you are looking for a way to share all of this new knowledge and excitement with your own company. Depending on your circumstances, you may be a candidate for Licensing. Our Licensees tend to be larger companies with **multiple needs that remain consistent** over time. When looking at **the cost of bringing in an outside consultant** or taking in to consideration **the time, energy and expense when attempting to create an in-house offering**, the result is often to opt for our Certified Coach solution. **It just makes more sense** to leverage an outside entity's experience, knowledge and deliverables.

### SOLUTION

Our Certified Coach solution is an opportunity for you to **bring our knowledge, program materials and process in-house** to maximize time, money and resources.

The Certified Coach Program is a three part program.

**Part One:** Your Coaches will initially take part as **'active participants'** in our **2 Day Presenting On Purpose™ | Open Program**.

**Part Two:** Immediately following our **2 Day Presenting On Purpose™ | Open Program** your Coaches will receive **2.5 days of facilitator coaching on over 50 modules**. This will provide your coaches with a **behind the curtain perspective** and hands on training and coaching on how to deliver each learning module. Much more than just 'what to say,' they will receive instruction, insight, perspective and understanding about what we are doing and why we are doing it.

**Part Three:** Once Certification is secured **Your Coaches become Our Coaches**. We look at them as **part of Our Team**, a unified group of facilitators on a mission. **A mission to help other people**.

### BENEFITS

At the conclusion of a rigorous **4.5 day (40+ hours) submersion** into effective communication and our 'constructive coaching' methodology, graduates will be **'Certified'** to teach all of the Trivium Performance **Presenting On Purpose™** programs within your company.

**Materials:** Facilitator Guide, Participant Guides, Trivium Presentation Planner Padfolios, Worksheets, Evaluations, Add-Ons, Tools, Tips and Resources

**Support:** \*Unlimited Phone & VC Consultation as needed

\*Certified to teach unlimited classes In-House!

\*24/7 Access to Trivium Performance Coach

\*Save time, money and resources

\*Proven success

\*Easy to on-board new facilitators

\*Annual summit to refresh, retool and renew



Think. Create. Communicate.

[www.triviumperformance.com](http://www.triviumperformance.com)

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### THE IDEAL CANDIDATE

Beyond having a **higher skill level** in terms of preparing, delivering and getting better results from meetings, presentations and programs, Certified Coaches are people in your company that want to take on more responsibility. Being positioned as **up and coming leaders** in their company, they tend to be more curious, more insightful, and more industrious. **They thrive on helping others succeed.** They love learning new things, new approaches, new exercises. **They take our materials and customize them for your company.**

### THE LOCATION

We will come to **your corporate offices** or **The Harbour Town Yacht Club** (Go to [www.htyc.com](http://www.htyc.com)) Located in the heart of Hilton Head Island's Sea Pines Resort, this exclusive club overlooks the Harbour Town Marina & Lighthouse, Calibogue Sound, and famed 18th Green of the Harbour Town Golf Links, home of the annual RBC Heritage Golf Classic, a PGA Event. The club sports **31 luxury suites**, in house dining, bar, conference facilities, and a **spectacular rooftop veranda**. It's the ideal setting for attendees to relax and focus on the task at hand. Enjoy tennis, golf, beach, fine dining and more.

### 4.5 - Day Certified Coach Program - Sample Agenda

Day 1	Day 2	Day 3	Day 4	Day 5
<b>Open Program Welcome / Intro</b>	Anxiety/ Nervousness	<b>Certified Coach Program Intro</b>	Anxiety/Nervousness Roll-Play	Character & Confront Roll-Play
Initial Presentations	Effective Listening and Probing	The Trivium Roll-Play	Probing Roll-Play	Intention Roll-Play
Dynamics of Growth	Executive Interview	Precepts, Rudiments, Protocol, Roll-Play	Effective Listening Roll-Play	Openings Roll-Play
Awareness	Grammar: Art of Symbolizing	Dynamics of Growth Roll-Play	Grammar: Art of Symbolizing	Answering Questions Roll-Play
Logic: Art of Thinking	Learning Modalities	Constructive Critique Roll-Play	Voice & Visual Aids Roll-Play	Handling Objections Roll-Play
Outcome Orientation	Executive Presentations	Awareness Roll-Play	Hands & Body Roll-Play	Graduation Ceremony!
A Lesson from Patton	Rhetoric: The Art of Communicating	Logic: Art of Thinking	Graphic Design Roll-Play	
Strategic Approach	Intention	Action, Audience Roll-Play	Kinesthetic Roll-Play	
The Art of the Segue	Pathos: Openings	Strategic Approach Roll-Play	Rapport Roll-Play	
Executive Presentations	Executive Presentations	Art of the Segue Roll-Play	Rhetoric: The Art of Communicating	



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