



POTENTIAL PLUS  
INTERNATIONAL

# LEADING IN TURBULENT TIMES

## A BESPOKE VIRTUAL TEAM COACHING PROGRAMME

*In order to sustain, grow and evolve, during times of change, all business leaders need to address 4 important questions:*

- What do I need to be at my best?
- What does my team need so they feel motivated to perform and contribute?
- How can we generate income and build client loyalty?
- What does the business need so that we evolve, adapt to change and thrive?

Oona Collins, Director of Potential Plus International has developed a bespoke virtual programme for teams who want to take time to reflect and decide on the key priorities that will enable them to thrive vs. survive as they prepare for the inevitable changes that lie ahead.

Below is an outline of a **4 modular virtual team programme** that can be modified to meet your specific needs:

### Pre Programme: Building Trust

#### One-to-One Calls:

Trust is key, particularly on virtual programmes, and to maximise trust a call will be held with team members to identify their objectives and understand their current challenges. This provides context, builds a relationship and gives an opportunity for Oona to get to know the team and their needs.

### Module 1: Building Resilience

When you are your best self you are able to lead and support your family, team and business through the most challenging times. Some simple strategies to build a positive mindset and inner strength that you will use forever.

*“4 months after this programme I had generated 80,000 euros from practising a simple habit”*

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*“The client relationship management is a game changer for me. This will really help grow our business”*

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*“Oona’s commercial experience means she truly understands the dilemmas we face. I don’t think there is anyone better in the coaching/consulting business”*

## **Module 2: Motivating Teams for Top Performance**

When a team feels confident, appreciated and optimistic they perform at their best and can play a valuable part in contributing to the future of the business. Clear guidance for any leader, particularly when leading remote teams, to inspire and energise their people.

## **Module 3: Generating Income and Building Client Loyalty**

Generating Income and building long term relationships with clients and customers is critical. It is important to manage key conversations with emotional intelligence that will build loyalty, particularly at this time. Applying simple practices to optimise these conversations, overcome objections while building rapport, active listening and asking the right questions are all key. Insights from these questions can often inform the way leaders plan where they need to adapt their offering to meet the future needs of their clients.

## **Module 4: Evolving the business for the future – Agreeing the Priorities**

There has never been a better time to review your business. What needs to be preserved? What needs to change? How can the business be even more valuable and relevant? What are the priorities so leaders can start planning their strategy and execute it.

## **Follow-Up 1:1 Coaching Session**

Each team member will have a 1:1 coaching session to confirm their plan of action and how they will execute it.

## **Total programme will include:**

- Pre Programme One-to-One
- 4 x 2.5 hour modules
- 4 x 1 hour Progress Review/Q&As
- Post Programme One-to-One Coaching Session
- Access to Resource and Materials
- Email support between modules
- Management Review to provide insights and key themes to support overall business growth and competitive advantage.

## **Logistics: Zoom Platform**

## **For further information and to confirm your booking please contact**

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