

The **Self** Mastery Series (**SMS**)

Human development programs that help individuals identify the thoughts, perceptions, and beliefs at the core of their behavior and their performance.

At the root of every skill is **self-mastery.**

At the root of all our soft-skills programs are the elements of human development and self-mastery. Individuals are encouraged to take personal inventory and identify the thoughts, perceptions, and beliefs at the core of their behavior and ultimately, their performance.

Participants consider another approach to managing human interactions. Engage us to design your own soft-skills materials as part of your core employee-development program, or choose a Self Mastery Series topic customized to your business.

IN THIS SERIES

- | | | |
|-----------|----------------------------------|----------------------------------|
| 01 | Sensational Service | The Formula for Customer Loyalty |
| 02 | Sensational Sales | The Formula for Acceleration |
| 03 | Tolerant Teams | From Egos to Synergy |
| 04 | Leadership Transformation | Congruent Communication |
| 05 | Stressless Seminar | From Chaos to Calm Coherence |



01

SELF MASTERY SERIES · NO. 01

Sensational Service

The Formula for Customer Loyalty

SENSATIONAL SERVICE

Winning experiences build loyal buyers.

This interactive, facilitator-led workshop provides the framework for building the foundation of any successful business, customer loyalty. Participants are coached on creating winning customer experiences that positively impact perceptions and drive a growing base of loyal buyers.

Training maximizes personal and team performance, transforming frustrating experiences, personal egos, and divisive attitudes into a cooperative team approach with a renewed perspective of self and others.

WHAT PARTICIPANTS GAIN

- 01** Create experiences that shape positive customer perceptions.
 - 02** Turn frustration and ego into a cooperative team approach.
 - 03** Build a growing base of loyal, returning buyers.
-



02

SELF MASTERY SERIES · NO. 02

Sensational Sales

The Formula for Acceleration

SENSATIONAL SALES

From ordinary to extraordinary performers.

This engaging, facilitator-led workshop leverages powerful human-development technology to transform ordinary sales executives into extraordinary performers, equipping your team with the mental and technical strategies to consistently exceed goals and drive unprecedented growth.

Incorporating an Accelerated Learning approach, this experience activates your team's natural sales potential, building not only technique but the confidence and vision to elevate the business to new heights.

WHAT PARTICIPANTS GAIN

01 Mental and technical strategies to exceed sales goals.

02 A "No Sales Executive Left Behind" team standard.

03 The confidence and vision to drive real revenue.



03

SELF MASTERY SERIES · NO. 03

Tolerant Teams

From Competing Egos to Cooperative Synergy

TOLERANT TEAMS

Change the habits that hold teams back.

This unique, interactive workshop provides the framework for changing key behaviors and habits that adversely affect personal and professional performance. It guides participants in identifying challenges; competitive egos and self-defeating attitudes, beliefs, and behaviors that undermine workplace performance and communication.

Activities offer practical tools for overcoming personal differences and conflicts that stifle productivity, transforming competitive egos and insecurities into a cooperative, synergistic environment.

WHAT PARTICIPANTS GAIN

01 Name the beliefs and behaviors that undermine performance.

02 Practical tools for resolving conflict and difference.

03 A cooperative, synergistic team environment.



04

SELF MASTERY SERIES · NO. 04

Leadership Transformation

Congruent Communication, High-Yield Teams

Lead the environment, not just the people.

Responsibility and accountability for the entire team rest on the shoulders of leadership. Effective leaders maximize the skills and expertise of their workforce to collectively achieve organizational goals. This workshop gives leaders a new, innovative framework for driving high-yield team performance.

Modeling congruent communication is the first step in being a good leader. Participants develop new methods for using their influence to change the environment in a way that motivates individual outcomes, transforming traditional styles into an effortless approach.

WHAT PARTICIPANTS GAIN

01 Effective, non-threatening tools to activate teams.

02 Congruent communication as the foundation of leadership.

03 An effortless approach that motivates real outcomes.



05

SELF MASTERY SERIES · NO. 05

Stressless Seminar

From Chaos to Calm Coherence

Simple choices that reduce stress instantly.

This transformative workshop provides participants with simple, effective choices that reduce stress instantly. Many professionals move through the day unaware of the emotions they're experiencing; anxiety, uncertainty, anger, or depression, all the result of unmanaged stress.

Built on the understanding that personal and professional lives overlap, this seminar offers simple methods to maintain equilibrium and circumvent our typical reactions to common, unavoidable stressors, transforming chaos into calm coherence.

WHAT PARTICIPANTS GAIN

01 Identify personal stressors and their impact on performance.

02 Simple methods to maintain equilibrium under pressure.

03 A new baseline for living and working well.



PARTNER WITH US

Let's **begin** the work.

Engage us to design your own soft-skills curriculum, or choose a Self Mastery Series topic customized to your individual business needs.

PHONE

404.965.2225

EMAIL

info@themelodybarrongroup.com

WEB

www.themelodybarrongroup.com