

THE BETTER TEAM



FOUR MANAGERS & THEIR TEAMS

Go through the pilot together, giving them an opportunity to not only lead their teams through conversations, but to regularly connect with a peer group as well.

LIVE KICKOFF EVENT

Typically a 2-3 hour session held on-site for the leaders in the pilot and/or the leadership group at large.



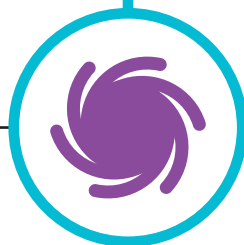
FIVE TEAM CONVERSATIONS EACH

Running roughly every six weeks, each of the four managers in the pilot run the same conversation with their teams. Six weeks later, they select a new module and all the managers run that one with their teams.

FIVE GROUP COACHING SESSIONS

After each conversation is completed by all four managers, those managers get together for a group coaching session, led by the Actionable Consultant.

An opportunity to reflect on the experience, identify next steps, and prep for the next Conversation.



TEAM ACCOUNTABILITY & REPORTING

Real time insights into the progress your team members are making towards their Conversation-inspired personal growth commitments.

MINI CASE STUDY

The Pampered Chef (Canada)

THE PLAYERS

The Pampered Chef is a network marketing company, backed by Warren Buffet, that sells kitchen tools through a “party planner” distribution network.

THE SOLUTION

Appreciating that the best way to learn is to teach, the GM of The Pampered Chef Canada purchased credits for the problem-tier distributors of the organization to lead conversations with their downlines.

THE CHALLENGE

Once distributors have built a sizeable base of distributors under them (their “downline”) there can be a period of apathy; a loss of drive and enthusiasm to stay actively involved in the business. For many of them, money is no longer a motivator. As these high-level distributors are role models for the rest of the organization, it was important to the company that they find a way to re-engage the workforce.

THE OUTCOME

As the previously-apathetic distributors led their downlines through conversations on topics like “aligned-purpose”, “communication skills”, “proactive planning” and others, they themselves were reminded of what they loved about their business in the first place. Within 6 months, the distributors who led the sessions recognized an 11.4% increase in sales activity and a 9.2% increase in gross revenue.