

# Unlevel the playing field.

**TIP THE SCALES OF BUSINESS IN YOUR FAVOUR,  
& GIVE YOUR TEAM A DISTINCT UNFAIR ADVANTAGE OVER YOUR COMPETITION!**

**WHAT WOULD YOUR COMPANY HAVE TO ACT/LOOK/FEEL LIKE FOR CLIENTS TO SAY,  
"I'D BE FOOLISH NOT TO DO BUSINESS WITH YOU"?**

**TIME INVESTED = PROFIT + FREEDOM**

**BUSINESS SUCCESS & MAGNETIC LEADERSHIP...**

**How do YOU define it?**

**How to get it?    How to grow it?    How to keep it?**

If you are interested in any of the above, or would like some practical applications for a multitude of business topics... **The PlayBook™ Workshop Series** is the solution that you and your leadership team have been waiting for!!!

**REGISTER NOW! LIMITED SEATS AVAILABLE!**

**WHAT IS A PLAYBOOK™? WHAT ARE THE PLAYBOOK™ WORKSHOPS?**

Your PlayBook™ is one of the tools and processes we use to help create the 'Backbone of your Business'. The PlayBook™ Workshops are a series of eight workshops that run once a month, in a half day session format. Three of the sessions have an option for an afternoon 90 Day Planning session to follow. The PlayBook™ Workshop series are wrapped up in a final, full day session where all elements & strategies will be reviewed & enhanced for all Leaders and Executives.

Our experienced Coaches guide you through leading edge strategies and techniques throughout the Workshop Series to enable systematic development of what you want and need most in your business.

**It really can be, just... This Easy!!!**

**Our Clients Say it Best:**

"My company invested in this Program by getting a few of our key Leaders & Executives involved over the past few years, and I am happy to say that I have literally seen a return in the millions."

**President & Owner, Service Company**

The Coaching Partners  
Suite 300, Campana Place 609 – 14<sup>th</sup> Street NW  
Calgary, Alberta T2N 2A1  
P: 403.355.2512    F: 403.389.1306

# PLAYBOOK™ WORKSHOP SCHEDULE

## WELCOME TO THE PLAYBOOK™ WORKSHOP SEMINAR SERIES!

### Who should participate?

**Business Owners, Executives and Leaders...**

We are excited to work with you and your company to 'Aim for the high-hanging fruit', to reach beyond the standards in your industry. Our goal is for you to take what you learn with us, beyond the classroom and into your business day-to-day from the first class and beyond.

**AIC members earn 3 AIC credits per session.**

	TOPIC	DATE & TIME	BENEFITS	SPEAKERS
1	<b>CORE COMPETENCY**</b>	<b>October 22<sup>nd</sup></b> 7:30 am – 11:30 am**	Work through 9 Key Strategies Questions that will set a strong foundation for your business.	<b>Kent Boehm &amp; Guest</b>
2	<b>VISIONS &amp; GOALS</b>	<b>November 19<sup>th</sup></b> 7:30 am – 11:30 am	Review excitement in your business by creating a solid vision. Learn strategies to create shared vision & goals that your team can use to achieve success together.	<b>Kent Boehm &amp; Guest</b>
3	<b>MISSION &amp; PURPOSE**</b>	<b>January 21<sup>st</sup></b> 7:30 am – 11:30 am**	Enable additional capabilities for yourself and within your team by drafting and refining Mission & Purpose.	<b>Kent Boehm &amp; Guest</b>
4	<b>CULTURE &amp; VALUES</b>	<b>February 25<sup>th</sup></b> 7:30 am – 11:30 am	Understand the value of Culture & how profitable creating a Culture that aligns your team with your values can be.	<b>Kent Boehm &amp; Guest</b>
5	<b>EXPECTATIONS &amp; WORKFLOW</b>	<b>March 25<sup>th</sup></b> 7:30 am – 11:30 am	Learn how to create & use Position Descriptions, Expectations & Workflows that drives customer loyalty.	<b>Kent Boehm &amp; Guest</b>
6	<b>KEEPING SCORE**</b>	<b>April 22<sup>nd</sup></b> 7:30 am – 11:30 am**	Define your Scoreboard. Create strategies to measure & manage what you need most in your business.	<b>Kent Boehm &amp; Guest</b>
7	<b>LEVERAGE &amp; TIME MANAGEMENT</b>	<b>May 20<sup>th</sup></b> 7:30 am – 11:30 am	Learn how to do more... with less & the importance of having done so.	<b>Kent Boehm &amp; Guest</b>

### FULL DAY WRAP-UP

8	<b>MAGNETIC LEADERSHIP</b>	<b>June 17<sup>th</sup></b> 7:30 am – 4:00 pm	Now, bring it all together. During this session you review strategies that help you lead, grow and leverage within your business so that you and your business realize your true potential.	<b>Kent Boehm &amp; Guest</b>
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### \*\* OPTIONAL 90 DAY PLANNING SESSIONS

**OCT 22<sup>ND</sup>, JAN 21<sup>ST</sup> & APR 22<sup>ND</sup> – 12:00 PM – 5:30 PM**

**These additional sessions are scheduled to coordinate and enable quarterly planning routines for you and for your business. In the end, these 90-Day Planning sessions will enable discipline that drives results.**

**The Coaching Partners** are a team of Elite Business and Executive Coaches, who have more than thirty years of experience in working with various businesses and business leaders to grow and develop in both stable as well as challenging economic times.

### WE GUARANTEE RESULTS!

If you go back to work the next day and are unclear or need more direction with the tools & techniques that we have covered, let us know. We will arrange a one-on-one consultation or phone conference with one of our coaches to ensure your satisfaction!

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# PLAYBOOK™ WORKSHOP REGISTRATION FORM

**Fax this form to: 403.398.1306**

**REGISTER NOW! LIMITED SEATS AVAILABLE!**

The strength behind the PlayBook™ Workshop Series, is our **ACE Coaching Model**; where we **"Assess"** your current Business and Leadership state, **"Coach"** you through the development of **your PlayBook™** (your guide to success), and **"Evaluate"** – provide tools and systems for ongoing progress on goals and journaling successes.

**Simply put - It WORKS!**

**Breakthrough results have occurred in companies we work with all the time.** Our system frees up more time for the Executives and Owners. It also helps to create smooth, seamless processes that are clearly communicated to the teams and in turn help them to run more efficiently, with the right people doing the right jobs.

"Until I worked with my Coach, I was working 60 to 75 hrs a week, burned out and helpless to get out of the rut.

Now, six months later, I work approximately 45 hours a week. I delegate now, hire better and have more time for myself and my family.

I have learned how to work on my business instead of being 'trapped' in my business. Plus, I have increased my sales by 24%."

**President  
HVAC Commercial Company**

Mr/Ms: \_\_\_\_\_

Name & Title

Email Address: \_\_\_\_\_

Mr/Ms: \_\_\_\_\_

Name & Title

Email Address: \_\_\_\_\_

Mr/Ms: \_\_\_\_\_

Name & Title

Email Address: \_\_\_\_\_

Organization: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, Province, Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**Guarantee your seat in the Workshop Series that will enhance how you do business ... right from the first session.**

## WORKSHOP SERIES INVESTMENT

**Client/Member Price**  \$3,200 all 8 Sessions, or  8 payments of \$450/ Session Month

**Non Client/Non Member Price**  \$4,000 all 8 Sessions, or  8 payments of \$550/ Session Month

**\*\*90 Day Planning Sessions**  \$450/Session (Members)  \$550/Session (Non Members)

October

January

April

Charge to  VISA  Master Card  Amex

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Amount: \_\_\_\_\_

Signature: \_\_\_\_\_

Cheque enclosed payable to: Coaching Partners

Cheque #: \_\_\_\_\_ Amount: \_\_\_\_\_

**FOR MORE INFORMATION, PLEASE CONTACT US!**

**P: 403.355.2512 F: 403.398.1306**

**E: erin.johnson@continuouscoaching-canada.com**

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