



Summary of FranklinCovey Core Offerings

About Us

FranklinCovey is the global leader in effectiveness training, productivity tools, and assessment services for organizations and individuals. We help companies succeed by unleashing the talent, ability, and creativity of their workforce to focus and execute on top business priorities. Clients include 90% of the Fortune 100, more than 75% of the Fortune 500, thousands of small and mid-sized businesses, as well as numerous government entities and educational institutions.

Tailored Onsite Workshops ~ Train-the-Trainer Certifications ~ Keynotes

Execution

The 4 Disciplines of Execution

This work session helps managers identify the highest priorities for their teams based on strategic business objectives. It helps them improve consistency in execution by giving team members a process by which they can align their efforts with the most critical objectives of the organization. When the workshop is deployed at every level of the organization, leaders and teams are clear on the organization's top priorities and share a framework of accountability to achieve the goals.

xQ™ (Execution Quotient)

A powerful service that provides a summary of the key execution issues at the unit and organizational levels, detailed findings, and comparative scores benchmarked against norms and the top 10% of the U.S. workforce. The tool is Web-delivered questionnaire with 27 questions. (Completion time 10-15 minutes, Leadership debrief 1/2day)

What the CEO Wants You to Know: Building Business Acumen

From frontline supervisors to senior-level leaders attain an understanding of how the company makes money. This workshop is especially helpful for employees in roles that typically do not deal with the financial aspects of business, participants will learn how they can improve their bottom line by improving cash flow, profit margins, velocity, growth and customer service. (1 to 2 days)

For more information, please contact: Debra Larson ~ (602) 667-9227 debra.larson@franklincovey.com, Jessica Farnsworth (801) 798-7252 jessica.farnsworth@franklincovey.com or Nick Siddoway (602) 324-3548 nick.siddoway@franklincovey.com



Leadership / Management

Leadership: Great Leaders, Great Teams, Great Results

FranklinCovey's flagship leadership-development program. It takes a "mind-set, skill-set, tool-set" approach to developing leaders who can unleash the talent and capability of their team against the organization's highest priorities. Years in the making and designed for experienced Managers and leaders, Leadership is based on Stephen R. Covey's *The 8th Habit: From Effectiveness to Greatness*. It features 15 new world-class videos, including contributions by some of the world's top leadership and management thinkers: Ram Charan, Fred Reichheld, Clayton Christensen, Stephen M.R. Covey, and Jack Welch. (3 days)

Leadership Foundations

This one-day workshop prepares non-leaders to take on expanded roles and responsibilities in the future. With an introduction to the 4 Imperatives of Great Leaders, high-potential individual contributors and informal leaders gain skills that will help them make a greater contribution as they grow with the organization. (1 day)

Principle-Centered Leadership[®] Week

This workshop is an intensive working session where senior-level leaders learn to apply the principles of trust, trustworthiness, alignment, and empowerment to tough leadership challenges. Participants immerse themselves over four and a half days, developing the powerful habits of highly effective leaders and acquiring the training, processes, and tools that help them succeed on critical, strategically linked initiatives. (5 days)

The 7 Habits for Managers[®]

Designed for new or experienced managers, supervisors and team leaders, this course focuses exclusively on the management applications of *The 7 Habits[®]*, giving managers the tools to take initiative, resolve conflicts, and unleash the talents and passions of their teams. (2 days)

Individual Effectiveness

The 7 Habits of Highly Effective People[®]

Based on the best-selling business book by the same name, this workshop experience provides the foundation to strengthen the human side of performance at the personal, managerial, and organizational levels. *The 7 Habits[®]* course equips employees with the tools and skills to work at the highest levels of effectiveness, both with and through others. The course helps build stronger organizations by strengthening and exercising the character and competence of the individuals within them. (2-3 days)

The 7 Habits for Associates

This workshop is designed for front line employees, including customer service, production line, call center, administrative and other staff level roles. Providing a foundation for individual effectiveness at all levels and lowering the barriers for top down implementation of *The 7 Habits[®]*. (1 day)

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The 7 Habits Maximizer

A one-day application experience for past participants of other 7 Habits® workshops. It makes an ideal “refresher” or renewal course by not only reviewing the principles, but by focusing on specific applications of The 7 Habits® in the workplace. (1 day)

Productivity

FOCUS: Achieving Your Highest Priorities

This best-selling time and life management workshop teaches productivity skills integrated with a powerful planning system that helps employees clarify, focus on, and execute the highest priorities-personally and professionally. **Microsoft Outlook Edition** also available. (1 day)

Project Management – An Approach That Really Works™

This in-depth workshop teaches you not only how to manage a project effectively but also how to balance multiple projects as well as your other tasks and commitments. You learn how to focus on the right project at the right time. As a result, you don't waste time on false starts or on corrections and additions later in the project. (1, 2 or 2.5 days)

Communication

Writing Advantage

This workshop helps individuals confidently produce more effective documents, reduce the time spent crafting documents and improve the results of e-mails, memos, reports, proposals, updates, newsletters, manuals, guidebooks, etc. This course is a skills-based workshop focused on quality writing standards that increase productivity, resolve issues, reduce errors, and increase credibility. (1 to 2 days)

Presentation Advantage

Design and deliver clear presentations so your audience will understand your ideas and support your conclusions. From internal employee presentations to high-profile sales deals, this workshop will teach participants the ability to connect with their audience, powerfully make their point, and motivate to action. (1 to 2 days)

Meeting Advantage

This course teaches how to plan effectively before a meeting, perform productively during a meeting, and follow through successfully after a meeting. Gain a whole new perspective on the cost and value of meetings. Learn about meeting types and strategies, alternatives to meetings, and how to decide whether to hold a meeting. Discover how strong and weak interpersonal skills impact meeting performance and what can be done to ensure good planning, execution, and follow-up. (1/2 to 1 day)

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