

Opportunity Mindset Coaching



We need confident, motivated people with the
right mindset for the challenge ahead.
NEW MINDSET NEW RESULTS

Cover

1. Introduction

2. The programme

3. Who would benefit

4. Programme leaders

5. Investment and how
to book

Opportunity Mindset Coaching – NEW MINDSET NEW RESULTS

1. Introduction

The business world as we knew it has changed. We are starting to see an emerging new reality. This new reality will slowly take shape as we begin to reopen for business. In this environment a business needs to have key people with the right mind-set to face the challenges ahead. Yet many key people in business have been personally affected by Covid-19. Sadly, some have lost loved ones or friends. Some have been ill themselves. All have seen the business world change overnight and with it their lifestyle. This takes its toll on people's mind-set.

We have been coaching people over the last two months who have worked throughout lockdown while other team members were furloughed. We hear time and time again from these workers that they are pleased they are working, but it must be great for furloughed people enjoying time with their families in the sun on full pay.

In contrast, when we talk to the people we have been coaching who are furloughed, the reaction is often they feel left out. Their confidence has waned. They, for the most part, are looking forward to coming back to work, but are fearful of what they are coming back to.

All the above is not conducive to helping key players have the mind-set they need to maximise opportunities in the emerging business landscape. As we reopen our business we need confident people with the right mindset for the challenge ahead.

Transform your thinking – NEW MINDSET NEW RESULTS

With the above in mind, Maxima have created **Opportunity Mindset coaching** for your key individual team members.

Martin Pepper & Wendy Clark
Maxima Training



If you always do what you always did, you always get what you always got.”

Tony Robbins
Motivational speaker



Cover

1. Introduction

2. The programme

3. Who would benefit

4. Programme leaders

5. Investment and how to book

Opportunity Mindset Coaching – NEW MINDSET NEW RESULTS

2. The programme

Once you sign up a key team member, we work with them through the following 5 step process.

1. Welcome Zoom Meeting

Welcome 15-minute Zoom meeting to make a personal introduction and to talk through the programme.

2. The House of Change mindset model online

We send a link to your key team member to a short dynamic interactive online module which enables people to understand the House of Change Mindset model. The module takes around 30 minutes to work through. There is also an online questionnaire to complete which focuses on the key team members mind-set and the areas they think and feel they need to work through to ensure they have an Opportunity Mindset for the challenges ahead.

3. Zoom coaching session 1

Your key team member has a one-to-one 1-hour zoom coaching session with their Maxima coach. We will work through how you develop and maintain a healthy Opportunity Mindset. During the session, your key team member will create a personal action plan to work through.

4. Maximising Personal Productivity online

Following the Zoom coaching session, we will send your key team member a link to an interactive online module focused on helping them to maximise their personal productivity. This really helps the individual to map out where they could be more productive. In turn this contributes to improving and developing their opportunity mindset.

5. Zoom coaching session 2

Your key team member has their second one-to-one 1-hour zoom coaching session with their Maxima coach. This session takes place 3 weeks following the first Zoom coaching session. On this session, we review the actions taken by your key team member. We work through any problems they have encountered and celebrate the successes they have had. We also get them to plan what they are going to do over the next 90 days. NEW MIND SET NEW RESULTS



Positive thinking will let you do everything better than negative thinking will.”

Zig Ziglar
Motivational sales legend

Cover

1. Introduction

2. The programme

3. Who would benefit

4. Programme leaders

5. Investment and how to book



Opportunity Mindset Coaching – NEW MINDSET NEW RESULTS

3. Who would benefit

This programme is designed for key people in your business who you need hitting the ground running, so that you open in style and amaze each and everyone of your customers. NEW MINDSET NEW RESULTS



Attitude is a little thing that makes a big difference.”

Winston Churchill

He knew something about facing seemingly impossible odds!

Cover

1. Introduction

2. The programme

3. Who would benefit

4. Programme leaders

5. Investment and how to book



Opportunity Mindset Coaching – NEW MINDSET NEW RESULTS

4. Programme leaders

Martin Pepper

Martin developed his early career in sales and operations in both airlines and hotels. He has been a National Director of Sales in the hotel industry and was Director of Sales Training & Business Development for Forte PLC before founding Maxima in 1995.

Martin has over 35 years of global sales & business experience to share with you on this programme. He has worked with some of the top leaders in industry from around the world and the good news is that successful people leave clues! Clues that Martin will share with you on this programme.

Martin is valued by clients for his knowledge and ability to motivate with humour and real life stories. A Fellow of the Institute of Sales Management, a qualified trainer, coach and Licensed Insights Discovery Practitioner, Martin is passionate believer in possibility positive thinking.

Wendy Clark

Wendy developed her early career in hotel operations, advertising sales and then hotel sales. Wendy has been a Director of Sales and co-founded Maxima with Martin in 1995.

Wendy has over 30 years experience in business to share on this programme. Although Wendy says, given 30 years experience, she could only have been 5 when she started!

Wendy is valued by clients for her ability to inspire confidence by making the process and skills required easy to understand. A Fellow of the Institute of Sales Management, a qualified trainer, coach and Licensed Insights Discovery Practitioner, Wendy is passionate about developing people to develop business. Wendy believes no one is born knowing and she strives to ensure young people get the training they need to succeed in business. Wendy has a total opportunity mindset which is why people always turn to her when they are in need.



I'm a very positive thinker and I think that is what helps me in difficult moments."

Roger Federer

Has won 20 Grand Slam titles



Cover

1. Introduction

2. The programme

3. Who would benefit

4. Programme leaders

5. Investment and how to book

Opportunity Mindset Coaching – NEW MINDSET NEW RESULTS

5. Investment and how to book

Investment

The investment for this programme includes two times one-to-one zoom coaching sessions, access to the House of Change online module, Access to the personal productivity online module and a personalised workbook to support both

The fee per person is £299 plus VAT

We will invoice in full on agreement to proceed.

How to book

To make a booking email Maxteam@maximatraining.com or call 01403 733337

Investment in perspective

£299 divided by 365 days, being the year ahead, = 82p per day. So, all a person you sign up to this programme need do is increase profits for your organisation by 82p per day over the next year to cover your investment.

Availability

Availability is limited as we only have so many hours in the day and there is a lot of demand. So please book early if you have people who would benefit.



Positive thinking is more than just a tagline. It changes the way we behave. And I firmly believe that when I am positive, it not only makes me better, but it also makes those around me better.”

Harvey Mackay
Top businessman, author and speaker



Cover

1. Introduction

2. The programme

3. Who would benefit

4. Programme leaders

5. Investment and how to book