

I N T R O D U C I N G

POWERROUND™

A new Group Coaching program
that accelerates the development of Soft Skills.



**Many people don't underperform on the job
because they lack *technical* skills.
They underperform because they lack *soft* skills. We can help!**

The top ten soft skills that employers look for today include:

Communicating; Making decisions; Showing commitment; Flexibility;
Time management; Leadership; Creativity and problem-solving;
Being a team player; Accepting responsibility; and Ability to work under pressure.

See our Winter/Spring 2015 Course Listing inside. We can customize any Group Coaching engagement
to meet your unique situation and needs.



POWERROUND™

Introducing a new Group Coaching program
that accelerates the development of Soft Skills.



Drew Crandall, President
KEEP IN TOUCH
Certified PowerRound
Group Coach
and Distributor



*PowerRound Courses may
be held at your location or
at the KEEP IN TOUCH
Business Training Center
conveniently located just
1/2 mile from I-84 Exit 67
in Vernon, CT.*



After a million-dollar investment, five years of Harvard-based R&D and field testing at Fortune 100, 200 and Global 500 organizations, **PowerRound™** is a proven methodology that's positively impacting corporate America. You can be the people-building pioneer who brings **PowerRound** to your company!

Great people make great companies. At the core of great people are not only great technical skills, but great SOFT skills. Skills that empower individuals and groups to effectively interact, collaborate, synergize and innovate. Skills such as:

- Communicating with clarity
- Making decisions
- Showing commitment
- Flexibility
- Time management
- Leadership
- Creativity and problem-solving
- Being a team player
- Accepting responsibility
- Ability to work under pressure

Now, you can accelerate the development of soft skills by weaving **PowerRound** into the fabric of your ongoing Learning and Development operations.

Each point of study in every **PowerRound** course reflects 20-30 Harvard-based research books and reference materials. This content is shared using a unique, patented and proven interactive, collaborative, and synergistic learning process.

I've been speaking, teaching, and facilitating small business groups for 25 years, and I'm convinced that **PowerRound** is a powerful new way to build great people and great organizations. **Please review this Winter/Spring 2015 Course Catalog and contact me at 860.871.6500 or dcrandall@keeptouch.com to get started on this remarkable new people-building and inspirational journey.**

Sincerely,
Drew

Invented and based right here in New England, **PowerRound™** was developed by Lord & Benoit, a respected global management consulting firm based in Worcester, MA.



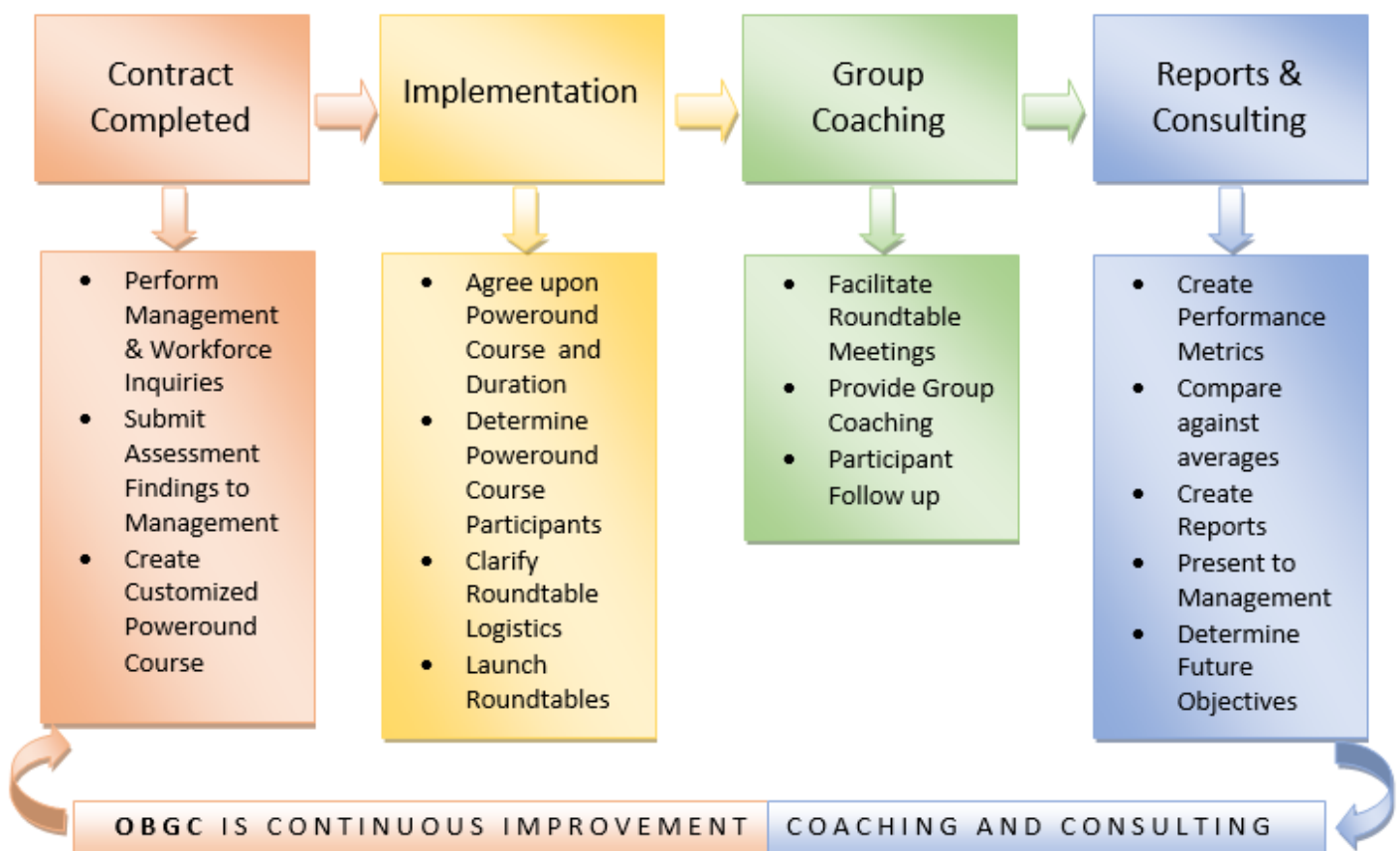
PowerRound accelerates the development of **soft skills** through **Outcome Based Group Coaching**. First, we interview management to determine company goals and document them. Then, we take our knowledge and research, and present a customized **PowerRound** course, delivered over an agreed upon timeframe and frequency. Then, we lead interactive roundtable meetings, perform follow-up coaching, and create performance metrics to measure improvements. Metrics are used to create reports, presented to management as a consulting service.

Interactive Learning utilizing a **PowerRound** Course & Chapters

- Each Course consists of eight chapters which are assimilated during *interactive sessions* and led by an Authorized **PowerRound** Group Coach.
- Each interactive session facilitates the development of specific soft skills.
- Each member is encouraged to contribute, which lends to a collaborative, synergistic learning experience.

Follow-up of the **PowerRound** Group Coach

- The Group Coach provides “*follow-up*” on the *Goal Setting Form* of each member.
- The Group Coach reviews the content of each member’s *Goal Setting Form* and asks coaching questions.
- The Group Coach provides **A.I.R.** (Assist, Inspire & Reinforce). Group Coaching follow up helps members to learn *and* develop the soft skills that are being assimilated in each interactive learning session.



POWERROUND™ Course Listing...

Communicating with Clarity

What you can expect from taking this course:

- *Become known as a leader who does more than listen; become known as one who hears.*
- *Give respect, earn respect, get respect...and keep it!*
- *Use confrontation to build relationships, rather than to destroy them.*
- *Utilize your company's greatest asset, people, more effectively by getting to know them.*
- *Give clear direction and establish proper boundaries while leaving everyone's dignity intact.*
- *Let the facts speak, rather than emotions.*
- *Respond with your experience, wisdom and intelligence; rather than impatience or anger.*
- *Discover the hidden key to unlock new thinking, improved relationships, fresh creativity and better efficiency.*

Cultural Alignment

What you can expect from taking this course:

- *Maximize results by gathering all available information, then applying what you've learned.*
- *Achieve sustainable success and realize your dreams; one small, attainable goal at a time.*
- *Add tremendous value to the company, while developing habitual personal excellence.*
- *Controlling yourself, your coworkers and your company.*
- *See sales volume increase as your teams operates in humility and with better motives.*
- *Examine your own motives in every situation; and make sure they line up with your actions.*
- *Treat your customers as guests to retain them; which is far less costly than finding new ones.*
- *Find better solutions and release a steady flow of creativity among your staff.*

Decisive Planning and Follow Through

What you can expect from taking this course:

- *Make the best use of your time; and you won't let life control you.*
- *Build a good reputation with a track record that speaks for itself.*
- *Properly manage your goals; and successfully align them with the company vision.*
- *Take action when the time is right.*
- *Maximize results by gathering all available information, then applying what you've learned.*
- *Complete assignments on time, within budget and with excellence.*
- *Strengthen follow through and consistency, the foundation of your successful organization.*
- *Emerge as a company of courageous, reliable and honest people.*

Fostering Creativity and Commitment

What you can expect from taking this course:

- *Give clear direction and establish proper boundaries while leaving everyone's dignity intact.*
- *Build a good reputation with a track record which speaks for itself.*
- *Give respect, earn respect, get respect...and keep it!*
- *Encourage your workforce to be more creative, enthusiastic and productive.*
- *Complete assignments on time, within budget and with excellence.*
- *Build an unmovable foundation of dependable, reliable and accountable people.*
- *Establish a culture of openness and transparency through honest talk and clear direction.*
- *Establish your reputation as a reliable person of character and confidence; and avoid the pitfalls which could damage it.*

POWERROUND™ Course Listing...

Managing Organizational Change

What you can expect from taking this course:

- *Raise the standard of who you are as a person; and impact greatly everything around you.*
- *Take ethical behavior from what you insist on as a company, to who you are as a company.*
- *Build on strengths, improve on weaknesses, and begin to experience team greatness.*
- *Believe in yourself, in your team, and in the company vision; because "believing is seeing".*
- *Respond with your experience, wisdom and intelligence; rather than impatience or anger.*
- *Get beyond the pain of rejection, and see it as an opportunity to improve and progress.*
- *Embrace humility, focus on winning, and reach more challenging goals.*
- *Discover the hidden key to unlock new thinking, improved relationships, fresh creativity and better efficiency.*

Prioritizing, Delegating and Mastering Time

What you can expect from taking this course:

- *Make the best use of your time; and you won't let life control you.*
- *Properly manage your goals; and successfully align them with the company vision.*
- *Take action when the time is right.*
- *Avoid the shortcuts which ultimately lead to costly accidents and an inferior product.*
- *Maximize results by gathering all available information, then applying what you've learned.*
- *Turn pressure into progress; and put unhealthy stress to rest.*
- *Complete assignments on time, within budget and with excellence.*
- *Strengthen follow through and consistency, the foundation of your successful organization.*

Leadership & Influence

What you can expect from taking this course:

- *Make the best use of your time; and you won't let life control you.*
- *Give and receive criticism effectively; and begin to eliminate blind spots.*
- *Take ethical behavior from what you insist on as a company, to who you are as a company.*
- *Learn to identify bullying; and how to protect yourself, your coworkers and your company.*
- *Maximize each individual's potential to perform; and you will develop a winning team.*
- *Encourage your workforce to be more creative, enthusiastic and productive.*
- *Experience lasting favor, influence and success; with increased wisdom, trust and respect.*
- *Emergence as a company of courageous, reliable and honest people.*

Creativity, Service & Problem Solving

What you can expect from taking this course:

- *Find better solutions and release a steady flow of creativity among your staff.*
- *Achieve sustainable success and realize your dreams; one small, attainable goal at a time.*
- *Leverage successes for the good of the company; raise the bar on what you can accomplish.*
- *Believe in yourself, in your team, and in the company vision; because "believing is seeing".*
- *Examine your own motives in every situation; and make sure they line up with your actions.*
- *Treat your customers as guests to retain them; which is far less costly than finding new ones.*
- *Give and receive criticism effectively; and begin to eliminate blind spots.*
- *Build a team of creative people who think outside the box, raise the bar and WOW the customer.*

POWERROUND™ Course Listing...

Collaborating & Team Building

What you can expect from taking this course:

- Establish a culture of openness and transparency through honest talk and clear direction.
- Establish a reputation as people of character and confidence; and avoid damaging pitfalls.
- Build on strengths, improve on weaknesses, and begin to experience team greatness.
- Leverage successes for the good of the company; raise the bar on what you can accomplish.
- Become known as a leader who does more than listen; become known one who hears.
- Use confrontation to build relationships, rather than to destroy them.
- Maximize each individual's potential to perform; and you will develop a winning team.
- Build a team of creative people who consistently think outside the box, raise the bar and WOW the customer.

Building Credibility & Value

What you can expect from taking this course:

- Strengthen follow through and consistency, the foundation of your successful organization.
- Embrace humility, focus on winning, and reach more challenging goals.
- Build a good reputation with a track record which speaks for itself.
- Add tremendous value to the company, while developing habitual personal excellence.
- Raise the standard of who you are as a person; and impact greatly everything around you.
- Utilize your company's greatest asset, people, more effectively by getting to know them.
- Build an unmovable foundation of dependable, reliable and accountable people.
- Emerge as a company of courageous, reliable and honest people.

From Success to Significance

What you can expect from taking this course:

- Maximize each individual's potential to perform; and you will develop a winning team.
- Give clear direction and establish proper boundaries while always leaving people's dignity intact.
- Give respect, earn respect, get respect...and keep it!
- Encourage your workforce to be more creative, enthusiastic and productive.
- Leverage your successes for the good of the company; and raise the bar on what you can accomplish.
- Utilize your company's greatest asset, people, more effectively by getting to know them.
- Emerge as a company of courageous, reliable and honest people.
- Add tremendous value to the company, while developing habitual personal excellence.

Emotional Intelligence

What you can expect from taking this course:

- Let the facts speak, rather than emotions.
- Use confrontation to build relationships, rather than to destroy them.
- Give and receive criticism effectively; and begin to eliminate blind spots.
- Learn to identify bullying; and how to protect yourself, your coworkers and your company.
- Experience lasting favor, influence and success; with greater levels of wisdom, trust and respect.
- Turn pressure into progress; and put unhealthy stress to rest.
- Respond with your experience, wisdom and intelligence; rather than in impatience or anger.
- Discover the hidden key to unlock new thinking, improved relationships, fresh creativity and better efficiency.

POWERROUND™ Course Listing...

Sales & Connecting

What you can expect from taking this course:

- *Become known as a leader who does more than listen; become known as a leader who hears.*
- *Establish your reputation as a reliable person of character and confidence; and avoid pitfalls which could damage it.*
- *Get beyond pain of rejection and use every situation as an opportunity to improve and progress.*
- *Maximize results by gathering all available information, and then applying what you've learned.*
- *See sales volume increase as your team operates with better motives in humility.*
- *Examine your own motives in every situation; and make sure they line up with your actions*
- *Take action when the time is right!*
- *Embrace humility, focus on winning, and reach more challenging goals.*

Leveraging Pressure & Dependability

What you can expect from taking this course:

- *Turn pressure into progress; and put unhealthy stress to rest.*
- *Properly manage your goals; and successfully align them with the company vision.*
- *Take action when the time is right.*
- *Avoid the shortcuts which ultimately lead to costly accidents and an inferior product.*
- *Let the facts speak, rather than emotions.*
- *Get beyond the pain of rejection, and see it as an opportunity to improve and progress.*
- *See sales volume increase as your team operates in humility and with better motives.*
- *Experience lasting favor, influence and success; with increased wisdom, trust and respect.*

Systems & Optimization Strategies

What you can expect from taking this course:

- *Properly manage your goals; and successfully align them with the company vision.*
- *Strengthen follow through and consistency; and build the foundation of your successful organization.*
- *Complete assignments on time, within budget and with excellence.*
- *Avoid the shortcuts which ultimately lead to costly accidents and inferior product.*
- *Build a good reputation with a track record which speaks for itself.*
- *Experience the freedom which comes from operating within the law and established rules.*
- *Achieve sustainable success and realize your dreams; one small, attainable goal at a time.*
- *Build a team of creative people who consistently think outside the box, raise the bar and WOW the customer.*

Additional POWERROUND Courses...

- Balancing Growth, Trust and Reputation
- Criticism, Conflict and Confrontation
- People Risk Management
- Collaboration, Synergy and Innovation
- Integrity-based Safety Solutions
- Interpersonal Sales & Service Skills
- Project Management
- Millennial Management Techniques
- Workplace Diversity
- Workplace Violence
- More Sales Soft Skills
- Motivational Leadership
- Integrity Solutions
- Culture of Ingenuity
- Courage and Self-Confidence
- Conflict Resolution
- Vision, Energy & Passion
- Accountability & Transparency
- Manager as a Coach
- Managing Conduct Risk
- Values-based Decision Making
- Organizational Culture & DNA
- Relationship between Compliance, Leadership & Reputation

Examples of the *power* behind

POWERROUND™

“Fantastic, unique, loved the involvement with the sales team. The interactive component helped to bring some issues to the table. The information and principles that we reviewed were beneficial to my sales team; having a third party presentation helped us hit on the hot points, and the team opened up. I was able to see things I had not seen prior with the team.” --Sales Manager

After the first year of utilizing PowerRound, this company saw YTD profits soar from \$20 million to \$89 million and share price increase by 49%. After seeing the initial results, the VP of Finance realized that he did not have all the answers. He saw in his people a potential to develop, and he made the bold decision to develop them with their personal interests in mind. With humility, he also made the wise choice to self-improve. “The group has continued to grow beyond the meetings.” --VP of Finance

“We were able to go to the root of the problem and had significant improvements in all areas. PowerRound helped new employees to integrate into the culture very quickly, because they were required to listen and share thoughts with their new co-workers. What I wanted to see were improvements in communication, trust and understanding the perspectives of the next person in line as far as how the actions of the production team impact the sales teams, and vice versa. Now, we are able to have those conversations and everyone has a better understanding of how we can work together to get the job done. They are looking out for each other as they seek ways to make this company better. PowerRound is a program that is challenging to the individual and forces them to grow. The principles are universal.” --CEO

“I addressed an issue that existed between two individuals reporting to me using the PowerRound. This helped us to resolve it. I've referred to the training we went through in some tough group discussions. It has been effective in taking the ‘edge off’ of the discussions. I used it to establish a baseline in a group discussion with a sales team where there was disagreement. ‘I think I'm right when I say we all want the same thing... Correct?’ I got agreement, and from there arriving at the solution became easier. I find myself using the baseline statement more and more. Coming from the CEO, it sets a great tone quickly. THANK YOU!” --CEO

Your Authorized **PowerRound** Distributor and Certified Group Coach:

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Please visit PowerRound.com and KeepTouch.com today.

