



LDP: Leadership Development Package

1. Coaching Sessions with Insight Session

Package includes **3 Coaching Sessions** to be scheduled on a monthly basis and will cover assessments as well as developmental coaching and feedback for the coachee. These sessions will be scheduled to be conducted on the phone and scheduled through the LSI office.

Included in the sessions is an initial **3-4 hour long Insight Session** that will provide a deep dive into the Profile Assessments. This session will be held in High Point, NC.

2. Profile Assessments

The following assessments may be utilized to enhance the coaching experience, as well as provide unique insight to the coachee's personality, conflict style and leadership tendencies.

The DiSC Profile The DiSC profile is a non-judgmental assessment tool that is used to identify behavioral differences. It provides a common language that can be used to better understand themselves and adapt their behaviors with others - within a work team, a sales relationship, a leadership position, or other relationships.

The FIRO-B Profile (Fundamental Interpersonal Relationship Orientation – Behavior) - a profile by Dr. Schutz, Naval Psychologist, that defines three critical measures that apply to business behavior and professional success. To know the behaviors and to be rightly assessed can make a difference in developing successful business interactions.

These assessments will be used to create a profile of the coachee that will be the primary focus of the initial Insight Session at the beginning of the coaching process.

Total Cost:

\$3,800.00/person

** Travel costs billed separately.*

LDP2: Leadership Development Package

1. Coaching Sessions with Insight Session

Package includes **6 Coaching Sessions** to be scheduled on a monthly basis and will cover assessments as well as developmental coaching and feedback for the coachee. These sessions will be scheduled to be conducted on the phone and scheduled through the LSI office.

Included in the sessions is an initial **3-4 hour long Insight Session** that will provide a deep dive into the Profile Assessments. This session will be held in High Point, NC.

2. Profile Assessments

The following assessments may be utilized to enhance the coaching experience, as well as provide unique insight to the coachee's personality, conflict style and leadership tendencies.

The DiSC Profile The DiSC profile is a non-judgmental assessment tool that is used to identify behavioral differences. It provides a common language that can be used to better understand themselves and adapt their behaviors with others - within a work team, a sales relationship, a leadership position, or other relationships.

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Team Dimensions Finding your best role on the team and in the teaming process. Learn how to recognize and leverage the other teammates and to maximize the timing and the contribution of all the team members roles for maximum team performance in an organization.

360* Feedback Profiles In addition to the self-assessed profiles indicated above, we will implement one of several 360* Feedback assessments (Benchmarks or Skillscope). These tools are designed to include comparative aggregates of input from team members who know the participant and can provide valuable, anonymous input.

These assessments will be used to create a profile of the coachee that will be the primary focus of the initial Insight Session at the beginning of the coaching process.

Total Cost:

\$5,550.00/person

** Travel costs billed separately.*

LDP3: Leadership Development Package

1. Coaching Sessions with Insight Session

Package includes **8 Coaching Sessions** to be scheduled on a monthly basis and will cover assessments as well as developmental coaching and feedback for the coachee. These sessions will be scheduled to be conducted on the phone and scheduled through the LSI office.

Included in the sessions is an initial **3-4 hour long Insight Session** that will provide a deep dive into the Profile Assessments. This session will be held in High Point, NC.

2. Profile Assessments

The following assessments may be utilized to enhance the coaching experience, as well as provide unique insight to the coachee's personality, conflict style and leadership tendencies.

The DiSC Profile The DiSC profile is a non-judgmental assessment tool that is used to identify behavioral differences. It provides a common language that can be used to better understand themselves and adapt their behaviors with others - within a work team, a sales relationship, a leadership position, or other relationships.

The FIRO-B Profile (Fundamental Interpersonal Relationship Orientation – Behavior) - a profile by Dr. Schutz, Naval Psychologist, that defines three critical measures that apply to business behavior and professional success. To know the behaviors and to be rightly assessed can make a difference in developing successful business interactions.

Team Dimensions Finding your best role on the team and in the teaming process. Learn how to recognize and leverage the other teammates and to maximize the timing and the contribution of all the team members roles for maximum team performance in an organization.

360* Feedback Profiles In addition to the self-assessed profiles indicated above, we will implement one of several 360* Feedback assessments (Benchmarks or Skillscope). These tools are designed to include comparative aggregates of input from team members who know the participant and can provide valuable, anonymous input.

Team Interviews To ascertain a more complete picture of the participant, an LSI coach may conduct phone interviews with 4-5 team members, as selected by the participant.

Total Cost:

\$7,250.00/person
