







## What can you do with the first synchronized ready-to-go learning programs that you couldn't do before?

idXready™ is designed to integrate proven learning models, participant pre-work, rich video assets, validated research-based assessments, individualized Participant Workbooks, fully scripted Leader's Guides, professional PowerPoint, proven processing activities, and contemporary content that actually improves the classroom learning experience.

Prep time is reduced. Speed of learning acquisition is increased. Learner satisfaction improves. Suddenly, business and people skills training becomes a vital part of your organization's learning strategy.

That's the power of synchronization.

idXready™ Programs have synchronized the following training essentials for you:

	<p><b>Online Assessment</b></p> <p>Includes trusted, proven assessment. The assessment is sent as pre-work completed online prior to training, ensuring training time is maximized.</p>		<p><b>Individualized Participant Workbook</b></p> <p>Workbooks incorporate personalized assessments for each individual. The learning becomes relevant and the facilitation time more effective and productive.</p>
	<p><b>Synchronized Participant Pages</b></p> <p>Corresponding participant workbook pages for every PowerPoint reference. Note taking is made easy - guess work is removed, and participants keep in step with every reference you make.</p>		<p><b>Fully Scripted Leader's Guide</b></p> <p>Synchronized with Participant Workbooks and PowerPoint, and editable. Leader's Guides are generated in easily accessible PowerPoint files, which are ready to use as they are, or may be edited with your personal touches.</p>
	<p><b>PowerPoint That Makes a Point</b></p> <p>High-impact, visual storytelling slides with effective animations. Professional, high quality presentations that quickly engage learners.</p>		<p><b>Video Built into PowerPoint</b></p> <p>PowerPoint files built with video synchronized right into the presentation. No more wasting time searching for video clips on a VHS tape or DVD, taking the stress out of transition time.</p>



## **idXready: Capitalizing on Team Talents™**

*Utilizes the Team Talents Learning Model*

Learning Objectives:

In **Capitalizing on Team Talents**, participants will:

- Learn the four different roles within teams and the diversity of inherent talents each role brings to the team
- Understand their natural team roles
- Recognize how to use their innate strengths to contribute maximally to a team
- Identify how to efficiently tap into their underutilized natural strengths in daily activities
- Discover activities that don't fall within their preferred role, and recognize that these activities may cause stress
- Uncover the strengths and limitations of their team, based on the distribution of team talents within their group
- Create action plans to reduce individual and team stress and increase team productivity by tapping into the natural talents of the individuals on their team

[Read more at www.Profiles4u.com/idXready-CapitalizeOnTeamTalents.asp](http://www.Profiles4u.com/idXready-CapitalizeOnTeamTalents.asp)

## **idXready: DiSC® Relationship Selling**

*Utilizes the DiSC® Learning Model*

Learning Objectives:

In **DiSC Relationship Selling**, participants will:

- Discover four basic approaches to selling and identify their most natural approach to selling
- Identify which approach is most appropriate for each style and discover the similarities and differences among selling styles
- Learn how preferences drive buying behaviors and discover effective techniques for selling to people with differing styles
- Understand that customers have diverse needs and learn to adapt communication to build the trust needed to gain commitment for the sale
- Learn the seven stages of the selling process and how to adapt their styles during each stage and with each customer
- Develop selling strategies and action plans for adapting to different customers' styles

[Read more at www.Profiles4u.com/idXready-DiscRelationshipSelling.asp](http://www.Profiles4u.com/idXready-DiscRelationshipSelling.asp)

## **idXready: Frontline Management: Leveraging the Strengths of Your Style**

*Utilizes the DiSC Learning Model*

Learning Objectives:

In **Frontline Management: Leveraging the Strengths of Your Style**, participants will:

- Learn four different approaches to management
- Discover their own unique management style
- Understand their unique strengths and challenges as managers
- Recognize how they manage when:
  - Communicating
  - Delegating
  - Directing people
  - Developing people
  - Decision-making
  - Managing time
  - Problem-solving
  - Motivating others
- Identify different responses to their management strengths and understand how strengths can be overused
- Create individual action plans based on their unique management strengths and challenges to aid them in managing productively and effectively

[Read more at www.Profiles4u.com/idXready-FrontLineMgt.asp](http://www.Profiles4u.com/idXready-FrontLineMgt.asp)



## **idXready: Fundamentals for Sales Effectiveness**

*Utilizes the DiSC Learning Model*

Learning Objectives:

In **Fundamentals for Sales Effectiveness**, participants will:

- Discover a process to define the seven stages of the selling process and the goals of each stage
- Explore their natural styles when engaged in the different stages of the selling process and learn to adapt their styles during each stage and with each customer
- Discover a process of asking questions that reveals customer needs
- Identify the challenges they face during the selling process
- Discover a strategy for responding to customers' concerns to overcome objections
- Learn three principles of gaining commitment from customers
- Develop selling strategies, techniques, and action plans for adapting to different customers' styles to gain commitment for the sale

[Read more at www.Profiles4u.com/idXready-FundForSalesEffectiveness.asp](http://www.Profiles4u.com/idXready-FundForSalesEffectiveness.asp)

## **idXready: Improving Your Listening Skills**

*Utilizes the Personal Listening Profile® Model*

Learning Objectives:

In **Improving Your Listening Skills**, participants will:

- Recognize the importance of developing good listening skills by reflecting on their past listening experiences
- Discover the five different listening approaches used in communication and the specific characteristics of each approach
- Discover their most natural listening approaches
- Explore their strengths and challenges as listeners
- Identify effective listening approaches and behaviors, and practice modifying their listening approaches to meet the communication needs of team members
- Create action plans to improve their ability to communicate effectively to all team members by using different listening approaches

[Read more at www.Profiles4u.com/idXready-ListeningSkills.asp](http://www.Profiles4u.com/idXready-ListeningSkills.asp)

## **idXready: Reducing Team Conflict**

*Utilizes the DiSC Learning Model*

Learning Objectives:

In **Reducing Team Conflict**, participants will:

- Recognize their unique preferences and behaviors when working on a team
- Learn what their behaviors may look like when under stress and in conflict
- Learn a model for understanding how people of diverse styles react differently to conflict
- Understand how their own and others behaviors may be interpreted in different ways
- Discover a non-threatening way to communicate preferences and discuss differences
- Create action plans for dealing with conflict situations by exploring effective methods for coping with conflict in the workplace

[Read more at www.Profiles4u.com/idXready-ReduceTeamConflict.asp](http://www.Profiles4u.com/idXready-ReduceTeamConflict.asp)



## idXready: Collaborative Skills for Teams

*Utilizes the Team Talents Learning Model*

Learning Objectives:

In **Collaborative Skills for Teams**, participants will:

- Learn the four different roles within teams, their preferred roles and the diversity of priorities and preferences of each role in a team
- Understand team project stages and the activities and priorities associated with each of the four stages
- Understand the challenges and communication breakdowns they may face when working with others who have different priorities, roles, and talents.
- Learn to maximize productivity of team meetings by identifying clear expectations and understanding how to manage their own priorities and tendencies
- Explore how team roles interact in meetings and learn effective strategies to be more effective about managing differences
- Understand their own time-management preferences based on their team roles
- Gain a clearer understanding of how people manage time to become more aware of how they might be helping and hindering team efforts
- Create personal action plans for strategies to consider when working and communicating with each of the four roles

[Read more at www.Profiles4u.com/idXready-CollaborativeTeamSkills.asp](http://www.Profiles4u.com/idXready-CollaborativeTeamSkills.asp)



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