

**DECEMBER 9-13  
9:30-12:45  
EASTERN**

# **VIRTUAL CERTIFICATION TRAINING**

**Using the DISC Behavioral and  
Personal Motivation Models to  
create winning teams for your  
organization!**

Presented by Krista Sheets

**COMPETITIVE / EDGE**  
ESTABLISHED 1981

[www.CompetitiveEdgeInc.com](http://www.CompetitiveEdgeInc.com)

# OVERVIEW

## COMPETITIVE EDGE, INC IS THE FIRST TTI AUTHORIZED TRAINER FOR THIS WORKSHOP NATIONWIDE

**Our program is ideal for trainers, consultants, and human resource professionals who are committed to helping uncover the talents of others and maximize performance in their organizations.**

### TOPICS IN OUR TRAINING INCLUDE:

- **How to recognize the behavioral styles of others**
- **Why behavior alone only gives you half the insight that you need to understand people**
- **The importance of understanding motivators, and how it integrates with behavior**
- **How to build self-awareness for others**
- **The key to high performance teams**

### WHAT MAKES US DIFFERENT?

**With our decades of knowledge, we have personally debriefed and trained thousands of professionals. Our company is trusted by Financial Institutions, Government Agencies, Manufacturers, and corporations of any size. We customize our training for any sized organization. This virtual training is limited to six people.**



# TRAINER

**Krista has been creating ROP = Return on People™ for clients since 1997. Her approach equips leaders with a set of powerful objective tools that yield measurable results. Her companies are trusted by Financial Professionals, Government Agencies, Manufacturers, and corporations of all sizes. Her focus is on team performance strategies that unlock growth potential and fine-tune the intra- team dynamics needed for success.**

**Growing up in an entrepreneurial family, Krista realized from an early age that people were an organization's true value. This perspective led her to become a respected expert in the behavioral and motivational elements that can make or break a team. Part mentor, part team architect, Krista shows clients how to apply assessment tools and organizational best practices to consistently produce highly-engaged and high-performing teams.**

**As President of Competitive Edge, Inc., Krista sets corporate strategy, develops partnerships, and engages clients as the company's lead trainer and consultant.**

**Krista believes you must live life with passion and everything else will take care of itself! Her goal is to help people uncover their true talents so they can achieve personal success, happiness, and fulfillment.**



**Krista Sheets**  
**President of**  
**Competitive Edge, Inc.**  
**&**  
**Paragon Resources, Inc.**

*"When we spend our lives doing what we were meant to do, everything else just seems to fall into place."*

# WHAT'S INCLUDED?

- **Talent Insights Assessment**
- **Telephone Debriefing - 60 minutes pre or post training**
- **Printed Manual and Trainer Aids shipped to you in the US (International an additional shipping fee)**
- **Introduction: Meet your Class: Monday, December 2: 9:30-10:30 Eastern**
- **Training: Monday - Friday, December 9-13 : 9:30-12:45 Eastern - (15 minute break each day)**
- **PowerPoints and Supplemental Training Materials available to download on DropBox so you can adapt to your organization's needs**





# LEARNING OBJECTIVES

- **The history and legal use of the DISC and Motivator Models**
- **Communication effectiveness strategies**
- **Enhancing personal and professional relationships**
- **Uncovering workplace stress and ways to minimize its impact**
- **Comparing the Talent Insights Report against competitors**
- **Revealing the hidden attributes that motivate people**
- **Developing reward and recognition that increases loyalty and engagement**



# TRAINING DETAILS

## Technical Requirements

**A laptop or desktop with internet connectivity is required for this training. In addition, a telephone with headset is recommended for the audio portion of the training. A smartphone, tablet, or iPad is not recommended for viewing the training. Experience using the Zoom platform is recommended, but not required.**

## Attendance Policy

**The program is designed for individual participation; therefore, please do not share a computer or workspace with another person during this training. Participants completing this program will receive a certificate of completion. Participation in ALL 5 online sessions at the scheduled day and time is mandatory to receive certification in the DISC and Motivators. To maximize participant learning, active participation is required throughout the training and includes, but is not limited to, participating in virtual classroom activities, discussions, prework, and intersession work. Prior to the online sessions, the prework should take approximately three hours and during the week of scheduled online sessions, there will be approximately one hour per day of offline intersession work.**

**TRAINING ALL INCLUSIVE FEE: \$1950**

**"PEOPLE ARE YOUR ORGANIZATION'S VALUE. TO WIN, LEARN YOUR PLAYERS' ACTIONS AND REACTIONS – WHAT DRIVES THEM. THAT'S HOW YOU BUILD YOUR PLAYBOOK FOR SUCCESS."**

*Krista Sheets*



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