

PASS COACHING:

Finding the Missing Piece to the Production and Prosperity Puzzle.



Focuses on understanding your sales, service or leadership style...and those other challenging issues we have in living gratifying and productive lives in our various work situations.

This workshop has a non-judgmental bias to assist participants to make subtle adjustments in their perceptions of themselves and others to enhance their personal performance and that of their colleagues and support teams.

Benefits include:

- Developing hi-performance sales & service cultures
- Providing tools in creating long term evolutionary changes in work effectiveness and corporate cultures
- Creating efficient, customer-centric work environments
- Improving individual leadership skills

What's Your Color®: Is a highly intensive and interactive workshop (or coaching session) where participants will discover what makes them “tick” and their core personality traits which they can leverage to become more effective in reaching their goals and working with others.

Understanding Your Selling Style: Identifying your key personality traits to improve your unique selling style.

Understanding Your Service Style: Identifying your key personality traits to improve your service to clients and/or support of team goals.

Understanding Your Leadership Style: Identifying your key personality traits to improve your personal leadership style.

Career Transitioning: Graphically matching your work-style strengths with general occupational requirements and specific job titles. Optional one-on-one coaching will let you discover your skill sets and how to leverage your personality style to find and pursue your ideal career.

Performance Coaching: A Fast-Trac, Hi-Impac performance coaching format that is delivered in 9 sessions in 90 days. Clients leave with a personalized “performance template” they can use and modify over and over again to achieve immediate objectives and long term goals, professionally and personally.

P.A.S.S. uses The Birkman Method®, a highly sophisticated, EEOC approved and statistically predictive diagnostic instrument. A partial list of corporations who have used The Birkman Method® offered by P.A.S.S. include:

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|----------|------------------------|
| - AT&T | - CitiCorp Bank |
| - Sears | - Chevron |
| - Cox | - Prudential |
| - Nike | - Wells Fargo Mortgage |
| - Boeing | - Aussie Home Loans |

Dave Agena is an international sales management and marketing executive with extensive senior management and board member experience within several Fortune 500 Companies. His special expertise include relational sales/service skills and “servant leadership” training, career and performance coaching, career transitioning and implementing “field tested” business development strategies.

Dave was trained in Clinical Psychology and Cultural Anthropology with an MBA in Organizational Behavior. He has worked extensively both inside major corporations as a senior/executive manager as well as from the outside as a “performance consultant”.

