



Flint Strategic Partners, LLC
"Helping Your Vision and Strategy Come Together"

THE JOURNEY TO COMPETITIVE ADVANTAGE ...THROUGH SERVANT LEADERSHIP

Businesses throughout the world spend billions of dollars every year trying to find the winning formula for improving their performance and competitive advantage. What companies often fail to realize is that lasting success comes from a leadership team that recognizes that **PEOPLE** are their most important asset. In today's tough economic environment, organizations are in desperate need of leaders who can provide a vision that gives employees the opportunity to succeed. We believe leaders underestimate the results that can be achieved by improving their leadership training and how they communicate, encourage, motivate and influence the people within their organization.

All leaders want to improve their skills, but we know from our own leadership experience that finding the time for training is hard. We have been in your shoes and dealt with the challenges and issues you face on a daily basis. We understand the human tendency we all have of knowing what we need to do, but not doing it. It's the biggest challenge every leader and company faces. Leaders are busy fighting the daily fire drills and dealing with competing priorities based on whose yelling the loudest for their attention, leaving little time to improve their own leadership skills and those of future leaders. Our process helps companies and leaders learn to manage those distractions so they can stay focused on aligning daily activities and training with the actions that are required to improve the overall execution capabilities of the entire organization.

Your competitors have the same equipment, strategies, sales channels and competitive products that can all be duplicated. What isn't easy to duplicate is a group of trained **SERVANT LEADERS** who can **ORGANIZE, ENCOURAGE, TEACH, COMMUNICATE AND ENERGIZE** in a way that brings out the best in their people.

The greatest athletes in the world spend a tremendous amount of time each day training and practicing to improve their skills. They know it's key to improving performance. But, we as business leaders spend little time training and focusing on improving our leadership skills. Leaders must make their own training a priority if they want to build a sustainable competitive advantage.

Our work with senior leadership, team leaders, supervisors and future leaders helps them increase competitive advantage by developing a **SERVANT LEADERSHIP MIND-SET**. It's about improving your God given leadership skills and talents so you can leverage the abilities and collective potential of every individual in the company. It builds an atmosphere of shared vision, objectives, values and accountability for the results.

Our training modules and process were developed from our own experiences leading and managing companies to help bring **CONTINUOUS IMPROVEMENT** to your leadership process by developing and using **SERVANT LEADERSHIP PRINCIPLES**. Each module is an interactive process to help your leaders learn how to impact people in a positive way and how to implement these principles to bring out the best in their people. **MAXIMUM PERFORMANCE CANNOT BE ACHIEVED WITHOUT GREAT LEADERSHIP.**

WHAT YOU GAIN USING OUR PROCESS

- Build A Sustainable Competitive Advantage
- Leaders Become Focused On Bringing Out The Best In Their People
- Breaks Down Barriers Between The Departments
- People Will Feel Empowered To Bring About Change
- A Motivated, Encouraged And Inspired Workforce
- Improved Delegation And Follow-Up
- Daily Activities Aligned With The Overall Company Strategy
- Everyone Working Towards The Same Goals, Objectives And Priorities
- Increased Accountability For The Results
- Atmosphere Of Shared Objectives And Values To Help Eliminate Confusion
- Improvement In The Way Departments Work Together
- Improved Communication And Conflict Resolution
- An Atmosphere Centered Around Innovation
- People Will Feel Appreciated And Encouraged
- New Attitude Of People Working Together To Accomplish Greater Results
- Maximize The Collective Potential Of Your Entire Workforce



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THE PROCESS

- Step 1 Our President Bill Flint meets with you to understand your current training process, its goals and challenges. He then explains how our process might work as an addition to or as a new direction for your training.
- Step 2 We review our 4 Module offerings and each session within each module. Each module, led by Bill Flint, involves an interactive training process with your leadership and departmental teams. These sessions can be conducted in small or large groups depending on your preference. Sessions can be held at your business location, off-site, during retreats, at leadership conferences, or as part of your annual planning and strategy discussions.
- Step 3 After gaining an understanding for what you want to accomplish, your training needs, budget and timeline, we develop a written proposal outlining our recommendations with several options for you to choose from. You will receive our proposal about one week after our initial meeting.

TRAINING MODULES

EACH OF THE 4 MODULES INCLUDES TRAINING, INDIVIDUAL COACHING AND EVALUATION, INDIVIDUAL AND TEAM ASSESSMENTS, TEAM BUILDING EXERCISES, AND TOOLS TO HELP PARTICIPANTS IMMEDIATELY UTILIZE WHAT THEY LEARN. BECAUSE EVERY COMPANY IS DIFFERENT, OUR PROCESS IS FULLY CUSTOMIZED TO FIT YOUR SPECIFIC NEEDS. YOU CAN SELECT THE ENTIRE PROCESS, CHOOSE SPECIFIC MODULES OR JUST CHOOSE SPECIFIC SESSIONS WITHIN A MODULE. YOU CAN ALSO ELIMINATE THE COACHING, MENTORING AND OTHER PARTS OF THE PROCESS. YOU SELECT WHAT MEETS YOUR NEEDS.

LED BY OUR PRESIDENT BILL FLINT, THESE MODULES CAN BE ADJUSTED FOR ANY BUSINESS REGARDLESS OF ITS SIZE, BUDGET, OR NEED. EACH SESSION WITHIN A MODULE TYPICALLY LASTS 2 TO 3 HOURS, DEPENDING UPON THE INTERACTION AND NUMBER OF PARTICIPANTS. WE RECOMMEND THAT BILL FLINT LEAD A SESSION FROM ONE OF OUR MODULES **At No Charge** (YOU CHOOSE WHICH ONE) TO HELP YOU UNDERSTAND THE PROCESS, VIEW BILL'S PRESENTATION STYLE/SKILLS AND SEE THE VALUE OF THE MATERIAL FIRST HAND.

CALL BILL TODAY AT 574-596-2384 OR E-MAIL HIM AT [BFLINT@FLINTPARTNERS.COM](mailto:bflint@flintpartners.com) FOR MORE INFORMATION

MODULE 1: SERVANT LEADERSHIP...THE COMPETITIVE ADVANTAGE

- HOW CAN A SERVANT LEADER MAKE A DIFFERENCE
- LEADERSHIP SKILLS NEEDED TO GAIN A COMPETITIVE ADVANTAGE
- SELF-AWARENESS...A STRENGTH OF SERVANT LEADERS
- SEVEN FUNDAMENTAL SKILLS OF A GREAT SERVANT LEADER
- HOW POOR LEADERSHIP LIMITS AN ORGANIZATIONS POTENTIAL

MODULE 2: WINNING THROUGH COMMUNICATION

- COMMUNICATION...THE FOUNDATION FOR CHANGE
- CONFLICT RESOLUTION...THE BREAKFAST OF CHAMPIONS
- THE ART OF INSPIRING OTHERS
- DEALING WITH DIFFICULT PEOPLE
- FIFTEEN WAYS TO MESS UP MORALE

MODULE 3: JUMPSTART YOUR STRATEGY

- BREATHING LIFE INTO YOUR COMPANY'S MISSION AND VISION
- DISCOVERING AND ELIMINATING THE PAIN IN YOUR ORGANIZATION
- CREATING AND IMPLEMENTING TRANSFORMATIONAL STRATEGIES
- CONVERTING YOUR MISSION INTO THE RIGHT "DAILY DOSE"
- EXECUTE BEYOND YOUR WILDEST DREAMS
- PROFIT FROM YOUR MISTAKES

MODULE 4: LEADING AND BUILDING YOUR TEAM

- MOTIVATION STARTS WITH DISCOVERING THE NEEDS OF YOUR PEOPLE
- BUILDING SUCCESSFUL RELATIONSHIPS WITH YOUR TEAM
- BUILD STRONG LEADERS THROUGH COACHING AND MENTORING
- DEVELOPING WINNERS AT ALL LEVELS OF THE ORGANIZATION
- MOVING AVERAGE TEAM MEMBERS TO EXCELLENT PERFORMERS