



# MANAGERS TO COACHES

A high-impact training designed to sharpen your managers into coaches, equipping them with the psychology, systems, and language required to drive performance, increase accountability, and build a winning culture.

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## TWO WAYS TO WORK WITH US

### Option 1: BRING YOUR TEAM TO US

Host your managers at The Greatness Factory of Nashville in our state-of-the-art Theater built for immersion, focus, and execution.

### Option 2: WE COME TO YOU

We deliver the same intensive training at your location, customized to your environment, team structure, and goals.

## PROGRAM OBJECTIVES

- ✔ Think like coaches not supervisors
- ✔ Understand the psychology of Prey Drive and how to activate it in others
- ✔ Build a world-class Explanation of Value
- ✔ Learn how to teach and implement a Tactical Connection selling system
- ✔ Learn how to teach and implement the Million Dollar Follow Up System
- ✔ Build a Top 25, work the Acres of Diamonds, and drive referral-based opportunity
- ✔ Develop the skill of recruiting and attracting, coaching and developing, and retaining and optimizing talent
- ✔ Practice the art of crucial conversations
- ✔ Build a winning culture built on identity, standards, language, and accountability
- ✔ Receive additional customized training based on prep conversations with Alex



# YOUR MANAGERS WILL LEAVE:



## MORE EQUIPPED

With the tools, language, and frameworks to coach performance immediately.



## MORE FOCUSED

Clear on priorities, standards, and the actions that drive results.



## MORE ACTIVATED

Confident, urgent, and ready to lead not manage.



## MORE CAPABLE

Able to coach people, build teams, and hold accountability.

# TRAINING SCHEDULE EXAMPLE

10am-12 pm  
Coaching Session

12 pm-1 pm  
Lunch

1 pm-3 pm  
Coaching Session

# INVESTMENT

Investment starts at **\$25,000**

## CONTACT

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The  
**GRE  
FACTORY**  
of Nashville