

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

CONTACT

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The
GREAT
FACTORY
of Nashville