

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

A complete guide to this valuable Managerial Series.

Why This Series?

Do you ever try to implement important directives, and nothing changes? Do you ever talk with front line employees and sometimes you feel YOUR message is not being communicated well throughout the ranks? Maybe the opportunity for constructive change is in the middle of your organization, the managerial space.

Right now, organizations need to invest in supervisors and managers for success more than ever. These are the individuals in your organization holding your front lines accountable for vision, mission, desired outcomes, and profitability! These are the people communicating organizational directives. Managers must overcome objections and ensure C-Suite directives are effectively implemented throughout the entire organization.

To develop highly productive individuals and teams, to achieve only the best results is required in uncertain times. Frankly, we must do more with less. Show your teams you are serious about their professional development. To invest in the supervisory and managerial levels right now is not only a great idea, but a true necessity.

Today, it is not a luxury to implement outside support and training, but a required avenue for raising the bar in any organization. If you are not engaged in proven, quality, outside development, and training at the supervisory and managerial levels, you may not be improving your team and organization for future challenges. This series was developed for you and your organization for this moment!



Series Detail:

Course

Highlights:

This series is designed to develop multiple skillsets and directly improve performance at the supervisor and manager levels. Three fundamental principles are presented in the series. Individual skillset knowledge, team performance development and improved execution with attention to results are of primary focus. The format is quickly paced with dynamic content, feedback and accountability.

Who Should Participate:

The Supervisor or Manager level team member looking to improve personal skillsets, build/support better teams, and willing to do the work. Those ready to up the game and deliver substantially improved results should participate. This series is designed to support the freshman, as well as the seasoned supervisor or manager. Content topics and materials support fundamental and more advanced principles blended appropriately. This series will meet you where you are, and move you to where you want to go.



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

Feedback

Loop:

Each participant will report to their superior at the completion of the series with their coach. This will be a scheduled 30-minute discussion. Each participant will detail what they have learned and how they will implement this information for improved results moving forward. This is the accountability loop in action.

Learning

Objectives:

Each unit in this series is designed with clearly defined learning objectives for all participants. All units end with time set aside for participants to articulate unique personal action steps. Implementation expectations and deliverables they have uniquely identified as they move forward will be communicated with their peers in the group. More accountability.



Days:

Meets Monthly

Duration:

8 Months, 8 meetings. See Exact Dates.

Time:

2.0 hrs. per meeting. Orientation Meeting 2hrs. online before series start.

Materials:

DISC Report Included in 1.0 Series, Binder and Detailed Materials, Power Point per session, access to Coach during series, Case Studies, Book Summaries.

Notes:

Designed as a Cohort Group Series

This series is offered in person and on-line for convenience.

Limited to 10 Participants in person formation for maximum value.

All participants begin at 1.0 as programming is cumulative by design.

What YOU will learn in this **ESMDS 1.0L: (Elite Supervisor Manager Development Series 1.0Live)**

Recognize personal roadblocks you might not be aware of currently. More importantly, you will learn techniques and take action to remediate your blind spots.

Enhance your position of authority without coming across as demonstrative or overly bossy. Lead without enforcing your position of authority.

Recognize and understand the four major behavioral modalities in yourself and others on your team. Learn how to best work with these behaviors for maximized results.

Improve your communication skills. Build better relationships and build dynamic result producing teams while having fun together! Less stress and more balance.

Develop strong personal organizational skills that transfer into strong team organizational skillsets. Learn to crush it!

You will learn to overcome negativity and conflict while leaving the emotions out of the equation for best results and strong team dynamics. And so much more.....



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

1.0 Series

1. Leadership: Organization, Implementation Tactics and Results
2. Self-Awareness, Who am I really?
3. Building Positive Relationships
4. Daily Communication Skills that Matter Most
5. Delegation Principles for Optimal Results
6. My Behavioral Analysis DiSC Report
7. The Art of Change Management
8. Crush It: 5 New Expectations and Deliverables I need to Know

Details for you here on each unit of the ESMDS 1.0L:

1. Organization, Implementation Tactics, and Results

Learning Objectives:

To better understand management fundamentals from the organizational aspect. How to predictably maximize implementation through best management tactics for desired outcomes and results.

2. Self-Awareness, Who am I really?

Learning Objectives:

To gain strong self-awareness understanding in the personal, professional, and organizational sense. How we believe ourselves to be internal may not be how we are received by others in the managerial experience. Learn how to access and adjust as required to meet people where they are authentic while achieving desired results.

3. Building Positive Relationships

Learning Objectives:

Relationships are tricky. Uncover proven techniques to build stronger positive relationships that connect individuals with the company mission. Build loyalty, respect, and earn desired outcomes and results. Improve productivity and build culture simultaneously. This requires real effort, it is not for the non-committed.



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager

Development Series

a Jeff Rogers Coach, Inc. Program

4. Daily Communication Skills that Matter Most

Learning Objectives:

Communication separates the good from the great. Effective communications that drive results are more than mere words. Learn what specifically constitutes effective communication and what you must do consistently every day to succeed. Most do not implement these proven techniques and wonder why they are spinning their wheels.

5. Delegation Principles for Optimal Results

Learning Objectives:

Delegation is an overused word, and few managers delegate effectively. Learn how to better delegate not only tasks, but authority as well. Delegation of tasks is useless without the authority to drive desired outcomes. Learn this delicate balance and implement to crush it and win!

6. My Behavioral Analysis DiSC Report

Learning Objectives:

In a supervisory or managerial role, understanding personal behavior is a precursor. A clear indicator of success is understanding the behavior of those around us. De-coding DiSC is your secret weapon on how to effectively evoke the behavior necessary to achieve desired outcomes and profitability. Working with resources currently available is critical for success in the managerial world. Maximizing results through understanding and predicting individual and team behavior is the next level. Learn this skill to win.

7. The Art of Change Management

Learning Objectives:

Change is constant and necessary, but few accept this fact. 70% of our population fear and reject change naturally. Change is required for Innovation and Creativity to flourish in any organization. Learn to welcome, predict, and position your organization for change appropriately. Learn creative abrasion and put this concept to work for you and win big!

8. Crush It: 5 New Expectations and Deliverables I need to Know!

Learning Objectives:

Success in the supervisory and managerial space is all about anticipating, getting out in front of situations, and driving desired outcomes and results. You will learn 5 new expectations and deliverables to apply in your organization that will make the difference. You may already know a couple of them, but do you implement them consistently and in the right order for success? You will now!



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

Then on to the next series as a cohort!

2.0 Series

1. Overcoming Negativity and Poor Attitudes
2. More Fundamental Communication Skills I didn't Think About
3. The Art of Appreciation: Feedback Techniques for Optimal Performance
4. Self-Discipline and Decision Making with Focus
5. Keeping Meetings on Track and on Point with Purpose
6. Organization: Techniques valuable to My Role
7. Goals and Goal Setting for Optimal Team Performance
8. Crush It: 5 Personal Effectiveness Deliverables for My Success

3.0 Series

1. Emotional Intelligence and Anger Management Skills I need to Know
2. Conflict Management Skills
3. 5 Leadership Fundamentals that Matter
4. SWOTT: There is More to It than meets the Eye. A workshop
5. Developing My Personal and Organizational Skillset Everyday
6. Goals and Goal Setting for Performance
7. The Art of the Pivot
8. Crush It: 5 Dysfunctions to be Aware of Everyday

4.0 Series

1. The Art of Problem Solving Management
2. Developing Results through Others without Sacrificing Quality Results
3. Essentials for Good Team Building
4. What 3 Things? A Workshop
5. Communication Skills that Count Daily
6. Time Management and Organizational Management
7. Setting Good Expectations and Deliverables with Clarity
8. Crush It: 5 Landmines and Other Mindset Obstacles to Avoid



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

Jeff Rogers Coach At Your Location Training Solutions:

We are asked often about customized and on location development and training options. YES, you can bring our effective and powerful training solutions to your location. Show your teams you are serious about their development and success while maximizing your budgets at the same time. Reach out today for your customized package.

We are available for customization of our programming at your location by unit, team, and department. We can even customize a training and development series package just for you! Give your teams the skills, resources and most importantly, the confidence to thrive in these times. Ask about other training series we offer such as Sales Development and Owner/Executive Development.

We are available for ONE DAY Seminars at your location and we can customize programming to meet your needs. Trade associations, Industry Organizations, and Specialized Group customizations are made available for customized large group offerings. We are proud to offer pricing discounts for registered Non-Profits and to our Nations Veterans.

Final Details to know about:

Seats fill quickly so register today for your seating requirements.

Full payment is necessary prior to start of the series.

Online options are facilitated via Zoom and utilize all available security options.

Refund Policy:

Once the event is booked it is understood all parties have committed to the program. Should uncontrolled circumstances dictate cancellation or adjustment of the event, Jeff Rogers Coach, Inc. will evaluate and make responsible adjustments. Cancellations made 90 days or more in advance of the event date, will receive a 100% refund. Cancellations made within 60 days will incur a 30% fee. Cancellations made within 30 days to the event will incur a 50% fee. Major disaster or significant illness are considered legitimate reasons for cancellation and will require additional review.

Use of Coaching Tools:

The tools and materials provided to you are confidential and proprietary for your use only. Accordingly, you agree to hold the tools and materials in confidence and in trust. Tools are not to be duplicated or loaned to others for any reason.

You will be notified by email as to any schedule adjustments or changes.

Please, no audio or video recording. Screen shots are permitted.

You will receive a framed Graduation Certificate with your printed name upon successful completion of each series. Your full engagement is required for certification.

The Jeff Rogers Coach Promise and Guarantee:

We have every confidence that you and your teams will gain real value from your training and development investment. If you believe for any reason that you did not gain any value from your development training in this series, Jeff will allow you to participate in another training of your choice or your money back. Your choice! Please join us today as Jeff has taken the risk out of your decision process!



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

Registration and Credit Card Information Form

Investment Options - \$2,795.00/Per Participant per series module Ask about Non-Profit, Large Group and Trade Association Special Pricing Options		
In-person classes will be at our training room located at 1620 Burnet Ave, Syracuse NY 13206	<input type="checkbox"/>	Online via Zoom
	<input checked="" type="checkbox"/>	In-Person/Training Room
Participant Name:	Participant E-Mail Address	Personal Cell phone
Home Address: (must be filled out)		
	Participant Fee: \$ 2,795.00	
Authorized Signature/Participation Approval of Participant. I agree to all terms and conditions.		

Payment Information

Card Holder Name												
Company Name												
Address	V-Code	Expiration Date										
City/State/Zip		Card Holder E-Mail Address:										
Business Address:	Any Comment we should know:											
Company Phone Number	Paid by Check	Check #	Date									
I specifically authorize Jeff Rogers Coach, Inc. to draft the above detailed Credit Card for the purposes of business coaching related activities. I understand my credit card will be charged for the full amount of my commitment.												
Card Holder Signature:												



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

Exact Dates and Times of your ESMDS 1.0L Series

Elite Supervisor Manager Development Series 1.0 Live	Elite Supervisor Manager Development Series 1.0 Live presented in the Jeff Rogers Coach, Inc. Studio Training Room 1620 Burnet Ave. Syracuse, NY 13206
Hosts:	Jeffrey A. Rogers, CPBC Michelle Fontaine
Investment per Participant:	Special unprecedented Investment Opportunity: \$ 2,795.00
Run Day and Time:	2 nd Tuesday of the month 9:00 – 11:00 am sharp
Final Registration Date: Registration Date + \$ 1,000.00:	Friday March 26, 2021 for Early Bird Investment After March 26, 2021 fee is elevated by \$ 1,000.00 no guarantee of swag box with Binder delivery prior to program start date.
Orientation Date:	Thursday April 8, 2021 via Zoom 7:00-8:30 pm in the evening
Swag Box Mail Out Delivery Date:	Monday April 5, 2021
Series Start Date:	April 13, 2021 Tuesday
Unit 1 date:	April 13, 2021 Organization, Implementation Tactics and Results
Unit 2 date:	May 11, 2021 Self-Awareness Who am I really?
Unit 3 date:	June 8, 2021 Building Positive Relationships
Unit 4 date:	July 13, 2021 Daily Communication Skills that Matter Most
Unit 5 date:	August 10, 2021 Delegation Principles for Optimal Results
Unit 6 date:	September 14, 2021 My Behavioral Analysis DiSC Report
Unit 7 date:	October 12, 2021 The Art of Change Management
Unit 8 date:	November 9, 2021 Crush it: 5 New Expectations and Deliverables I need to Know
Graduation Date:	TBA, 2021 6-9 Pm Graduation Party
Post Series Debrief Dates:	By appointment



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series *a Jeff Rogers Coach, Inc. Program*

What they're saying!

Here are a few comments clients of **Jeff Rogers Coach, Inc.** are saying:

"Learning zone, enhanced depth of understanding confidence and opportunities. Value of difficult conversations. This educational series not only teaches concepts but allows for insight into your professional and personal worlds!"

Greg S., Dermody, Burke & Brown CPA's EOEDS 1.0, EOEDS 2.0

"Tools and ideas to better manage the business and my team. Spending time with Jeff is always time well spent!"

Andrew R., Visual Technologies EOEDS 1.0, EOEDS 2.0, EOEDS 3.0

"A real stepped process to implement effective strategies for people-management, leadership and company development. Jeff's Elite Owner Executive Development Series had immediate and profound effects on the way we do business. We've expanded our workforce and workspace this year. This is with help and support from Jeff, his guidance and expertise!"

Rob D., Weapons of Mass Creation EOEDS 1.0, EOEDS 2.0, EOEDS 3.0

"Thinking about how to drive the business through increased self-awareness. I left the workshop very focused on how I would use the information to help drive better engagement and results!"

Kendrick B., Paychex Corp. ELDS 1.0

"The series was of great value to me by introducing me to new thinking and implementation of skills that now make sense. Jeff's classes are very informative and a great learning environment with huge instructor support, Awesome!"

Dave L, Disaster Clean Up, Inc. EOEDS 1.0, EOEDS 2.0

"Business is War, Jeff Rogers is the Captain in the Marines I wish I had when in Iraq, nobody has clearer defined mission goals and laser focus than Jeff Rogers."

Chris D., Industry Standard Inc. EOEDS 1.0

"Scaling and growing a business requires different thinking, systems and constant change management skills. The series sheds light on all the concepts and details, provides tools and accountability to drive results!"

Zane F. Fonseca Griffin Plumbing and Mechanical, EOEDS 1.0, EOEDS 2.0, EOEDS 3.0, EOEDS 4.0



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.

The Elite Supervisor Manager Development Series

a Jeff Rogers Coach, Inc. Program

About Jeff:



Jeff Rogers is an accomplished Award Earning Executive Business Coach, Entrepreneur and Professional Trainer that builds & empowers successful and emerging business leaders. He holds his certification by

the Professional Business Coaching Alliance.

Rogers focuses on providing custom coaching for entrepreneurs, business leaders, C-suite executives, and management teams. Together, Jeff and his clients develop clarity of purpose to maximize results using proven strategies to enhance business structures and personal accountability.

Jeff's extensive leadership experiences provide clients with a warm, trusting, and safe environment to become laser-focused on optimal results. His system is designed to develop and strengthen core leadership competencies in areas such as; Executive Branding, Marketing & Advertising, Leadership Team Development, Systems & Procedural Manuals, Business Finance Management, HR & Staff Development, and Customer Service.

In addition, Rogers works with our nation's brave, motivated veterans through the Institute for Veteran's & Military Families located at Syracuse University. In this partnership, Jeff travels the world to introduce entrepreneurship to Veterans separating from military service looking to begin their own businesses. These efforts are a true passion of Jeff's and provide his life with personal fulfillment and purpose.

Rogers also headed an initiative to develop family businesses in regional communities as the Executive Director of the NYS Family Business Center at the Madden School of Business at Lemoyne College in Syracuse, NY. Jeff was responsible for creating and facilitating thoughtful programming which engaged family businesses to overcome various market challenges using modern, strategic business solutions and resources to produce transformational results.

In addition, Jeff gives back his business knowledge to the next generation of business leaders as an Adjunct Professor of Practice at Syracuse University's Whitman School of Management, Entrepreneurship & Emerging Enterprise. In this capacity, Jeff instructs the Intro to Entrepreneurship course, a core component of a nationally ranked entrepreneurship program.

In his personal life, Jeff is the proud father of four adult children in a blended family and married to Patricia Rogers. Together, they reside in Syracuse, NY.



JEFFREY A. ROGERS EXECUTIVE BUSINESS COACHING

WWW.JEFFROGERSCOACH.COM | (315)430-0657 | JEFF@JEFFROGERSCOACH.COM

© 2020 Jeffrey A. Rogers Executive Business Coaching. All rights reserved. May not be reproduced without written permission.