

PCSI® ASSESSMENT

The PCSI® is a simple tool that provides insight into the communication styles of others as well as yours.

What makes this different? It's simple, quick and easy to take, and everyone gets it!

The four basic styles are

- The Directing Style—fast-paced, in control, results oriented, and possibility thinkers
- The Presenting Style—social beings, know everyone who is important, love to talk to anyone about anything
- The Mediating Style—gentle and indirect, personable people everyone seems to like, are helpful and caring—sometimes to a fault
- The Strategizing Style—thorough, painstaking, perfectionists, hardworking tacticians, expert analysts, and problem solvers

Which style do your customers like best as salespeople?

Which style do your customers want in charge of customer service?

Which style are you?

How much better would your business run if your employees were in positions that really used their strengths and their natural style of communicating?

Benefit your business by understanding your style and the style of your employees.

Call today! 830-964-4037

ABOUT YOUR TRAINER

Anna Manning, a former CPA with Coopers & Lybrand, an international accounting firm now merged with Price Waterhouse, understands a great deal about many different kinds of businesses. She also recognizes that the one thing they all have in common is human capital. Employees will make or break your business.

In addition to a B.S. in Accounting, she has an M.B.A. in Organizational Behavior and an M.S. in Management & Administrative Sciences. She is a graduate of Coach University and of the Relationship Coaching Institute.

She is a Business & Life Coach and a published author. She is a member of the International Coaching Federation, the San Antonio Professional Coaches Assoc., the Relationship Coaching Institute, the New Braunfels Chamber of Commerce, and the San Antonio Better Business Bureau.

With her business background, her coaching skills, and her passion to see you succeed, Anna Manning will help you build the business of your dreams!

Call today! 830-964-4037

**ANNA MANNING, M.B.A., M.S.
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**ANNA MANNING, M.B.A., M.S.
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BUILDING YOUR BUSINESS SERIES

360° Workshop



**Increase Efficiency
& Profits**

**by Linking the
Strengths of Your
Employees to the Vision
of Your Business!**

Call 830-964-4037

YOUR EMPLOYEES' STRENGTHS: REALLY PUT THEM TO WORK FOR YOU!

What happens when your employees don't understand your vision?

We all hope that our employees know what we want; often they do not. Let us help you complete the picture for them!

How will you feel when all of your employees are in alignment with your vision?

Most people want to be a part of the team, to have goals, to feel accomplished. What would it be worth if your team really knew how to win?

How will working fewer hours and earning more money make you feel?

What does winning the game mean to you? What legacy do you want to build? What's next for you?

How will improved relationships with your clients, patients, or customers increase your revenue?

Your employees represent you! What if they did it better?

How much better could it be?

To create the synergy you must have to take your business to the next level, you need to:

- Know your vision!
- Share your vision!
- Link your vision to goals!
- Create the strategy to accomplish those goals!
- Hold yourself and others accountable!

Let's get started!

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What You Will Get From This Workshop!

- An initial session to discover your strengths, develop your vision, and clarify your business/department goals
- A one-day session with up to 10 of your employees to:
 1. Administer the PCSI® to determine the personal communication style of those employees
 2. Discover the strengths of each of those employees
 3. Find out how those strengths and styles can be used more effectively on the job
 4. Help each of those employees to develop personal goals and then link their goals to the goals of your business
 5. Map out a strategy to accomplish those goals
- Help with crucial conversations (the conversations that most people avoid: evaluations, criticisms, and terminations/demotions)
- A report outlining the business goals of each attendee and the strategies for achieving those goals

ADDED BONUS!!

As we are committed to the results you want, we are including **6 hours of coaching** to be used over the three month period following this program! We want to ensure that both you and your employees stay on track with **Your Vision!**

This is a program about Results! The results you need in order to achieve your vision!

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