



TRUST ME?

Team Trust = Team Success



OVERVIEW

When people who work together do not trust each other, they are not a team. They are just working side-by-side. In a high level functioning team politics is removed, communication is life, and trust becomes the natural foundation of success.

Welcome to “Trust Me?”.

This one day course will start your team on the journey of a lifetime that many organizations will never experience. Through engaging lecture, laughter, hands-on exercises, trust building events, and one-on-one coaching Trust Me will give your team the needed tools for high level functioning.

Using a color based personality test will enable the trainers to quickly group people into teams to interact for the entire course. Each learning module will be exemplified through a team-based exercise.

By the conclusion of the session, your team members will be challenging each other with one question, “Do you trust me?”

WHO IS MY TEAM?

WHOLE Training Solutions Institute, LLC has partnered with Personality Lingo to bring a new colors based emotional intelligence testing system. This five question test will pinpoint teammates in a clear way.

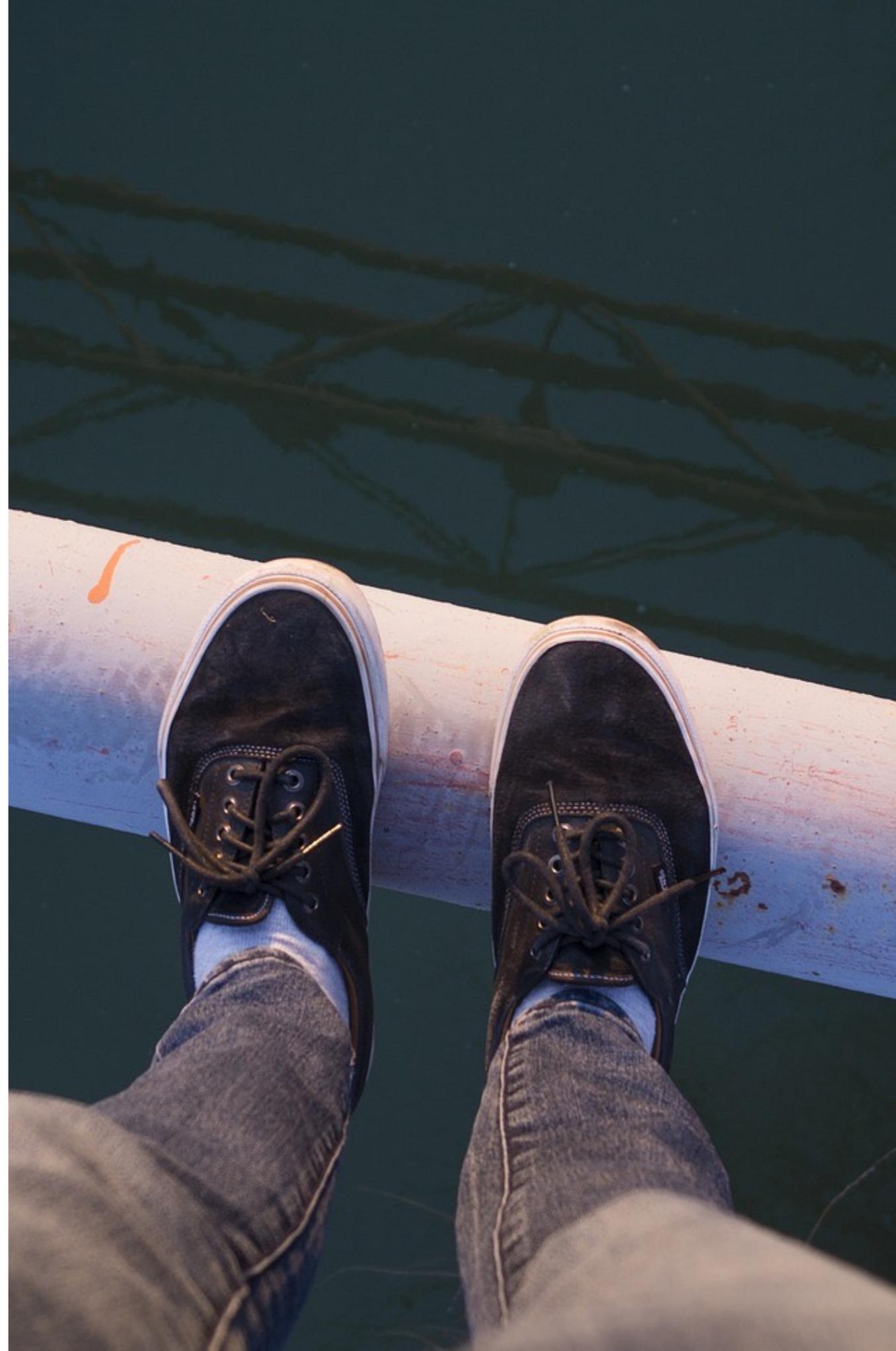
During the Trust Me training, it is important to focus on the following emotional intelligence factors:

- ▶ The Individual Factors the Drive Communication
- ▶ The Individual Factors that Drive Trust and Mistrust
- ▶ The Individual Offerings to the Team

Potential Learning Objectives:

- ▶ The reasons attendees, at an individual level, struggle with trust.
- ▶ Individual strengths that attendees bring to a team

Exercise TBD



THE REASONS A TEAM FAILS

There are numerous factors contributing to the failure of a team. In some cases, the factors are beyond the control of that particular team. In this session we will cover several internal drivers that cause team failure:

Personality/Ego, Poor Communication, Resistant to Change, Fear, Mistrust, and Burnout

THE REASONS A TEAM SUCCEEDS

It is obvious that if the above reasons create team failure, than the opposites potentially create team success. While that is true there are two additional factors that create strong teams (Quick win/Momentum). The factors for team success covered in this session:

Humility, Healthy Communication, Versatility, Trust

Team exercise that allows attendees to experience the success factors. This exercise led by Michael Schwarting and the America Strong Team





COMMUNICATING AS A TEAM

Communication is the lifeblood of a team. If communication is poor, the team potentially fails. There are realities about communicating as a team. There are roadblocks to, successful strategies of, and team essentials for communication.

Potential Learning Objectives:

- ▶ Attendees will learn the five communication killers to avoid.
- ▶ Attendees learn a method/strategy for communicating as a high functioning team.

A team communication exercise is TBD

DEALING WITH CHANGE

We have all heard the phrase, “Change is a part of life.” Since that is true, we also know that change is part of a team. Teams that are versatile, knowledgeable in change management, are more readily able to overcome obstacles.

As with any moment, there are personal and team obstacles to dealing with change:

- Fear of change or success
- Lack of knowledge concerning change management
- Failure to rely/trust other teammates in moments of change

Potential Learning Objectives:

- Attendees learn to trust their teammates when everything changes.
- Attendees learn the basics concerning change management.
- Attendees learn that successfully dealing with changing environments strengthens them personally and their team.

Exercise TBD





WHEN THE TEAM TAKES A PUNCH

.....

Any team is open to criticism at any time. All teams will potentially navigate difficult circumstances, wrong decisions, and miscalculations at any given moment. How does a team “take a punch” and move forward strong? When teams fail or become the target of criticism, they can quickly refocus by garnering their internal strengths.

Sample of Potential Learning Objectives:

- ▶ Attendees learn to lean on the past of team success to regain confidence.
- ▶ Attendees learn strategies that keep teams from becoming critical of each other during tough times.
- ▶ Attendees learn how to properly deal with outside conflict — as a team.



ABOUT JER



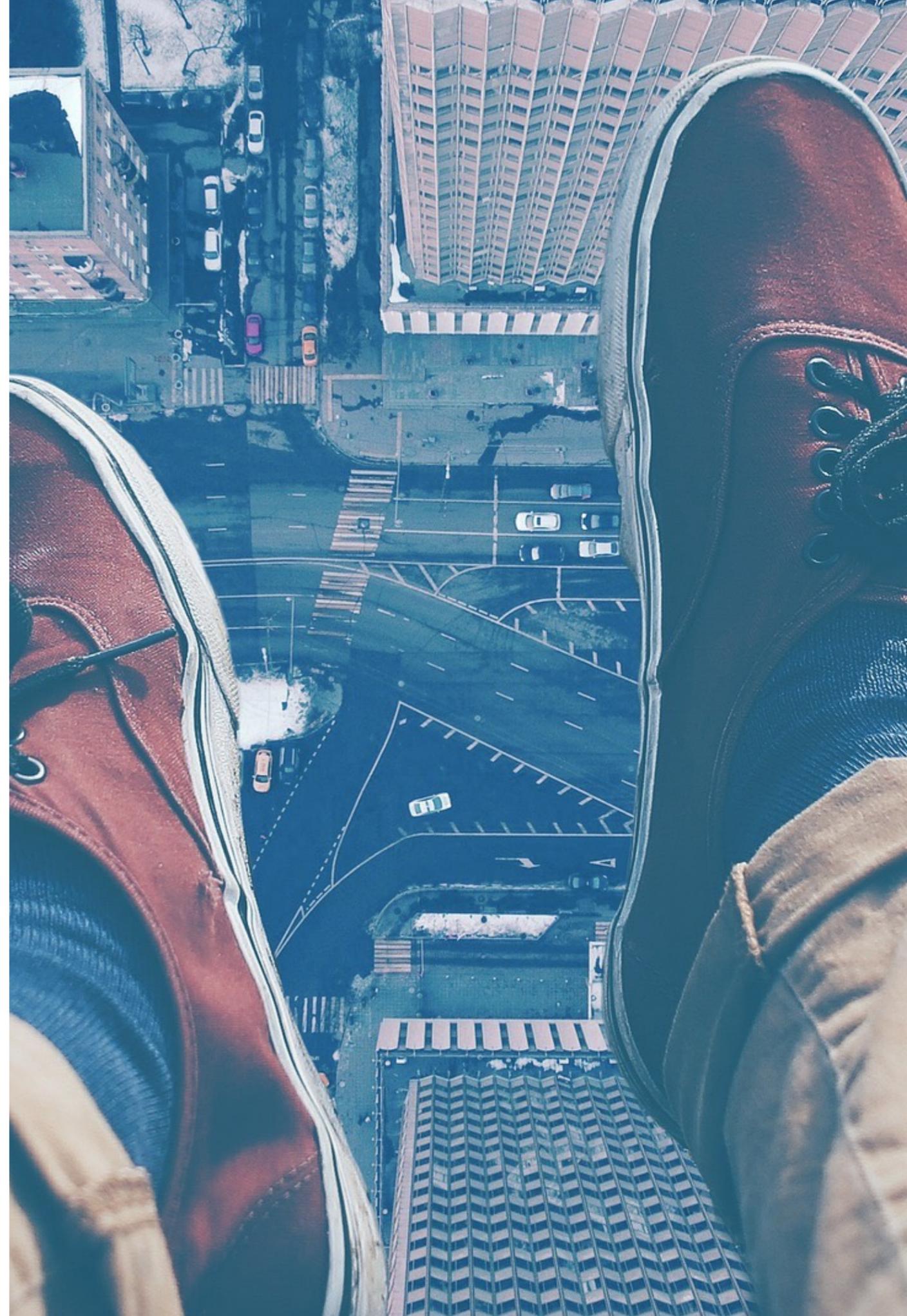
A sought after communicator, Jeremy Dunlap (Jer) brings nearly two decades of speaking experience to the stage. His humor, storytelling, and driven points have made him a popular business world speaker with a client list that includes the likes of Gulfstream, Texas Instruments, BP/Castrol, SABIC, Under Armour, NASA, Dell, AT&T, Honeywell, Century Link, and Panasonic.

In addition he has proudly served as a speaker/trainer for four branches of the United States military including both regular and irregular warfare.

He is the lead trainer for WHOLE Training Solutions Institute, LLC. With a focus on audience engagement and learning, WTSI creates creative strategies to best engage a client, no matter the audience size. As a student event speaker, Jer has addressed thousands of students all across the country.

Among other writing credits, Jer is the author of the book "DANNY: The Virtues Within: What America Can Learn from Navy SEAL Danny Dietz."

Jeremy Dunlap resides with his wife and two daughters in their beautiful home state of West Virginia.



ABOUT MICHAEL



<https://americastrongevents.com>



Michael Schwarting is the Founder of America Strong Events. Following his retirement of more than 20 years as an operator within the Special Forces community (SEAL), Michael has excelled at creating events that service families, corporations and defense entities for more than 10 years.

While serving the Hampton Roads community and running an athletic event company, Michael saw a void in the area of event specialty when it came to full service companies that support families, government and businesses alike.

Michael launched America Strong Events to be able to provide the world-class event services that our high-class Virginia residents, corporations and government organizations seek.

Michael is a member of a variety of entrepreneurial organizations including 1 Million Cups, Hatch, and is an ambassador to BNI-SEVA (South Eastern Virginia). Michael holds an MBA from Regent University in International Business.

Michael lives in Virginia Beach.



TEAM TRUST



<https://americastrongevents.com>



Events pictured not necessarily the exercises used in your event.