



THE SKILLS FARM™
growing you

SMART START

A career-enhancing, experiential communication and relationship building skills workshop designed for inexperienced employees who need to demonstrate business maturity.

*“Maturity is not measured by age.
It’s an attitude built by experience.”*

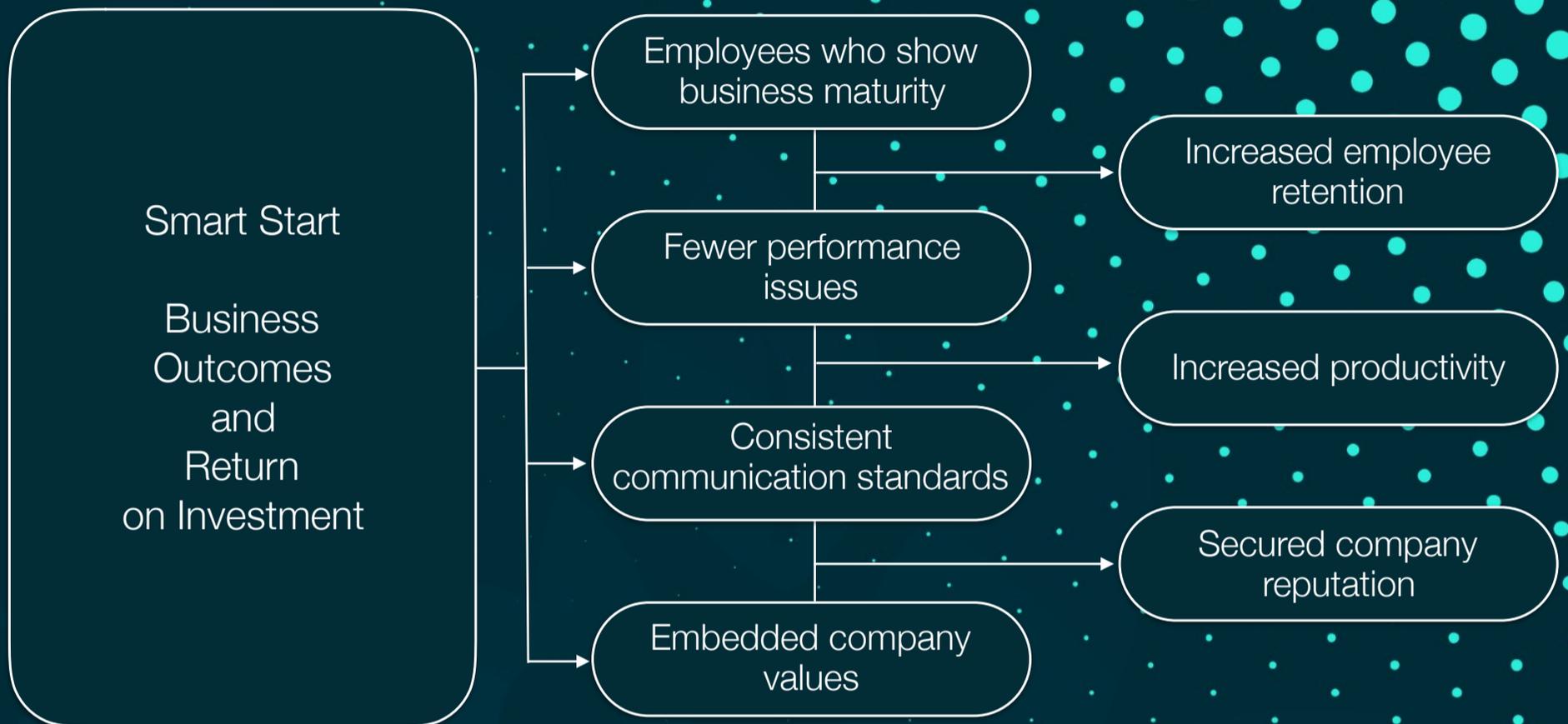
- Simon Sinek

This is your invitation to develop the skills that will form the foundation of your career...



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What are the business benefits of this workshop?



What have previous participants said?

This course made me realise that there is more to being successful than just doing a good job. I now know how to build relationships and stand out from the crowd. Thank you.

- G Jackson

I feel like I now have what I need to make the right impact. I wish I had learned this stuff years ago.

- M Ahmed

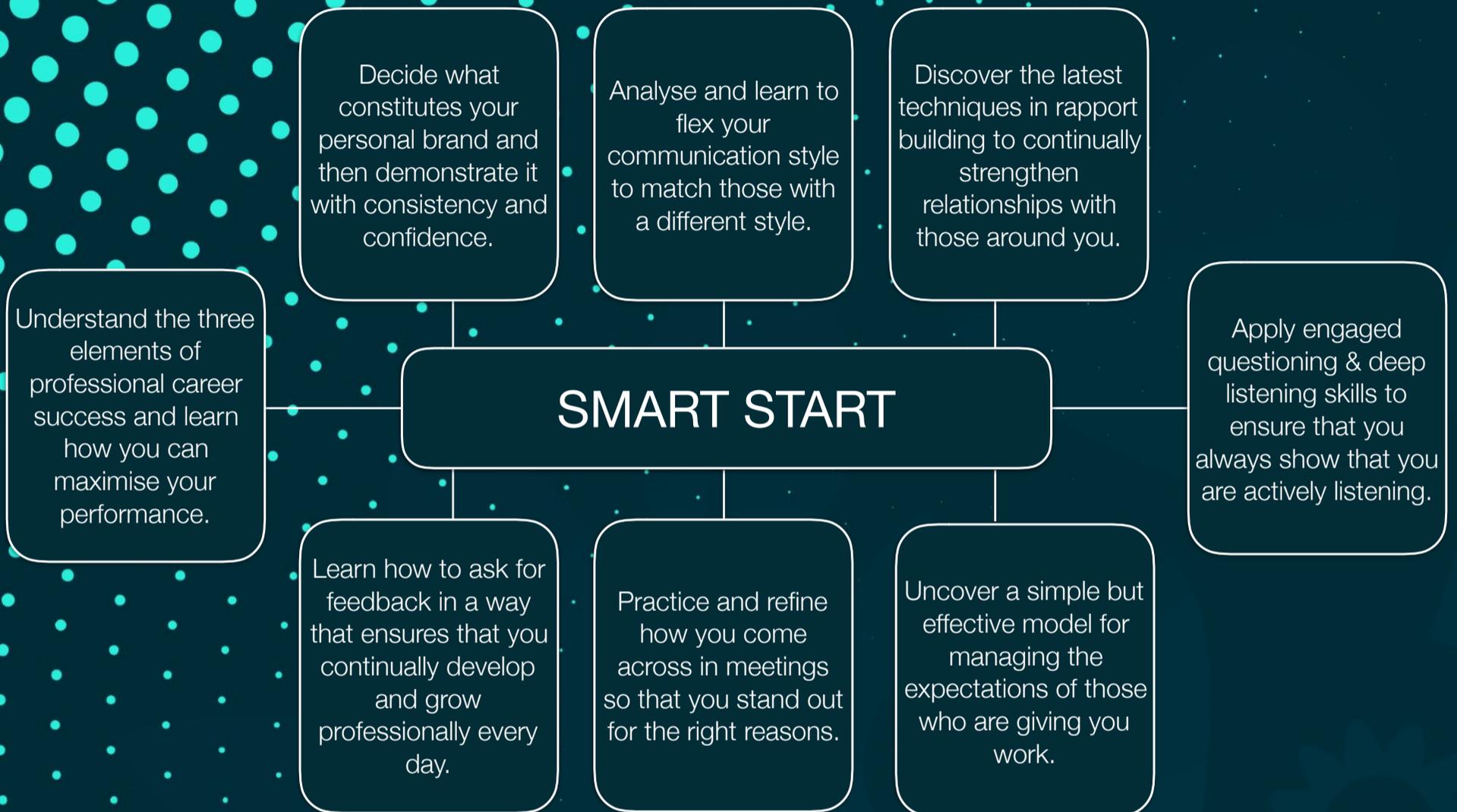
The best part of this course was the practice sessions and getting feedback on how I was really coming across. I didn't realise the impact I was having until now. A great experience.

- M Hunter-Shaw



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What are the learning objectives?



Why partner with The Skills Farm?

We have been designing and delivering interpersonal, sales and leadership skills training programmes for over 15 years.

Scott and Jamie have both graduated from The Master Trainer Institute in Geneva.

Since 2003 they've have been developing programmes for sales professionals, consultants and leaders at market leading companies including IBM, Apple and Deloitte.

We've delivered interpersonal skills training to over 6000 professionals, in 25 countries.

Known for being the go-to provider for the most up to date communication skills programmes, we up-skill sales staff to increase revenue and we grow leadership capability to consistently drive performance.

Our current clients include American Express, Deloitte, Google, Leica Geosystems, Apple and ERM.



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Smart Start overview

Pre-course:

- Learning
- Reading
- Videos



Day one and two:

Face-to-face, two-day intensive workshop

- Professional Success Factors
- Personal Brand and Work Ethic
- Communication Styles
- Building Business Relationships
- Questioning and Listening
- Managing Expectations
- Speaking Up in Meetings
- Taking Development Seriously

Practice all of the skills above
in realistic situations specific to your company.



Workshop underpinned by company values and sponsored by senior leadership.



Pricing

Pricing Breakdown

Day Rate per 6 Participants	Workshop delivery days	Participant booklets total	Total
£1650	2	£90	£3,390

One-off costs

Programme tailoring day	Total
0.5	£825

• additional participants charged at £275 per participant per day
• pricing does not include travel time, accommodation and expenses

• full breakdown of fees and T&Cs available on our website
• all prices exclude VAT



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Workshop modules

Pre-course
learning

5 Questions to ask to ensure a Smart Start	Discover where to focus your energies when starting at a new company or embarking on a new role or project.
Developing Trust Self-Analysis & Feedback	Learn the seven elements of trust and analyse your trust strengths and trust gaps.

Day One

The VIP Model	Discover the three ingredients that all successful people in business use throughout their career.
Deciding On Your Personal Brand	Learn how to establish a strong work ethic that helps you to stand out from the crowd and be noticed and remembered for the right reasons.
Flexing The Way You Communicate	Learn about your own communication style and practice flexing your style in order to match the style of those you are talking with or writing to.
Building and Maintaining Relationships	Learn and practice using the techniques that build genuine rapport and develop strong, meaningful business relationships.

Day Two

Advanced Listening & Questioning Skills	Learn and practice the skill of engaged listening so that you can focus on and take a genuine interest in what others are saying.
Managing Expectations	Learn and practice a simple formula for under promising and over delivering when taking on tasks.
Step up, Speak up and Stand out	Learn and practice how to speak up at meetings in a way that conveys confidence and not arrogance.
Taking Your Development Seriously	Learn and practice all of the above in a series of realistic and challenging situations and receive expert developmental feedback throughout...and beyond.



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A highly experiential, two-day, skills practice workshop designed to give inexperienced employees the core skills required to demonstrate confidence and business maturity.

Positively impact retention, increase productivity and secure your company's reputation.

SMART START

A career enhancing, communication and relationship building skills development programme for inexperienced employees.

Delivered at a location and time that is convenient to your business needs.

Learn from the award-winning interpersonal skills trainers from IBM, Google, Apple, ERM, Deloitte and American Express.

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