



The Hughes Company can help you:

1. **Optimising** people's performance
2. **Growing** the business and / or achieving the organisational objectives
3. Enhancing team dynamics and enjoyment **whilst achieving** the above

This is achieved by

Maximising Individual Potential

Significantly enhancing people's effectiveness and ability to perform at their best consistently

Developing Elite Teams

Building and improving the components crucial to developing elite teams

Maximising Management & Leadership

- i) Expanding people's management ability to manage others to their full potential
- ii) Enhancing leadership skills to maximise the organisations' potential

Excelling in Communication & Sales Skills

- i) Significantly improving sales and business development activities
- ii) Considerably enhancing internal communication

Business Coaching for Success

Developing strategic awareness and implementation skills to maximise individual and organisational potential

This is delivered to individuals, teams, managers and leaders through:

1. **Conference speeches**
2. **Workshops**
3. **1:1 Mentoring and Coaching**
4. **Facilitation of meetings/strategy days**
5. **Away days**

All of which are underpinned, sustained and enhanced through:

Audio recordings, telephone and email coaching and follow-up worksheets to create accountability

We are aware that you want results not just training, we are also aware that participants would prefer to enjoy any training they receive, we are incredibly focussed on doing both. Below are some of the most popular course and programmes we run with organisations. Please note that ‘tailoring the course to your objectives’ isn’t just a nice phrase, it is what we do to help you get what you want.

You will get enjoyable, results focussed training to maximise the potential of all.

Maximising Individual Potential

Significantly enhancing people’s effectiveness and ability to perform at their best consistently

- Solution Thinking and Inspiration
- Maintaining Momentum
- Maximising Time
- Procrastinate Later
- Confidence & How To Create It
- World Class Thinking
- Maximising Implementation
- Dealing with Stress & Overwhelm
- Self Motivation & How To Create It

Developing Elite Teams

Building and improving the components crucial to developing elite teams

- Team Improvement
- Team Dynamics
- Team Building
- Excelling During Change
- Team Vision & Purpose
- Team Buy-In
- Overcoming Team Dysfunctions

Maximising Management & Leadership

- i) Expanding people’s management ability to manage others to their full potential
- ii) Enhancing leadership skills to maximise the organisations’ potential
- Personal Effectiveness for Managers
- Effective Delegation
- Team Motivation
- Effective Appraisals
- Vision
- Board Enhancement
- Sales Management
- Principles of Management
- Enhancing Performance Through KPI’s
- Avoiding Conflict
- Coaching Performance Improvement in Others

Excelling in Communication & Sales Skills

- iii) Significantly improving your sales and organisation development activities
- iv) Considerably enhancing your internal communication
- Foundation Sales Skills
- Advanced Sales Skills
- Non-verbal Marketing
- Maximising Opportunities
- Maximising Billing
- Call Reluctance
- Creating Compelling Meetings
- Creating Compelling Presentations
- Effective Networking
- Gaining business through referrals
- Train the trainer

Business Coaching for success

Developing strategic awareness and implementation skills to maximise individual and organisational potential

- 1:1 Executive Coaching on those areas to the left, as well as any other areas that will add value to the organisation and where appropriate the individual