

## **Linda Cobb PRESENTATION TOPICS\* – 2017**

[coach@lindacobb.com](mailto:coach@lindacobb.com)

321-431-0043

<http://lindacobb.com/programs/leading-others/>

\*All presentations happily customized upon request, to specifically target your needs.

### ● **COMMUNICATE WITH TACT AND PROFESSIONALISM**

#### ***Do you:***

- Dread meetings with your boss?
- Habitually complete other people's sentences for them?
- Ever "lose it" at work?
- Struggle to put your thoughts in writing?
- Think about what you're going to say next, when you should be listening?
- Often get interrupted, cut off, or ignored?
- Ever say the wrong thing at the wrong time, and have no idea how to recover?
- Explain things, and people still don't get it?

#### ***You CAN learn how to:***

- Tailor your messages so that others are open to your ideas.
- Disarm other's "hot buttons" and put people at ease, even during an argument.
- Win arguments without losing friends.
- Maintain your composure and control, even when someone is right in your face.
- Decode body language to understand what people are *really* saying.
- Improve your nonverbal skills so you're viewed as a professional.
- Deliver razor-sharp explanations, without looking like a perfectionist.
- Feel confident in your communications, both spoken and written.

This course includes interactive exercises designed to drive home the skills you learn. Not only will you discover new ways to improve your interpersonal communication skills — you'll also have the time to practice and apply these skills in "real life" situations. Knowing these interpersonal tools and when to use them can determine whether you're respected or ignored!

### ● **CHANGE IS A GIVEN: 5 Ways to Make It Easier**

Change is the one thing we all have in common, and it will be with each of us throughout our whole lives. Luckily, change has a predictable cycle so you can learn strategies to help you navigate through it rather than try to avoid it. Learn a simple model to help you recognize where you are in the cycle, identify what you need most, and utilize tools to help you move through the stages in a healthy way.

### ● **BE A SUCCESS MAGNET:**

Do you know how results are created? In this class, you'll learn the simple 5-part formula for creating successful results in any area of your life. Imagine how much easier life will be when you have a proven strategy to navigate through life's ever-changing landscape. Through real-life examples, you'll learn how to apply this formula to any life circumstance.

- **FINDING THE JUICE: The Crucial Success Factor**

Are you excited about your goals? Do opportunities come your way? Do others seek out your feedback? If not, you may not know about the hidden factor that invites success. Like it or not, your physical and mental energy act like a transmitter. If you're not sending a strong clear signal, you'll quickly get overlooked. Learn the science of creating results, and how to tap into your own energy so that you're a beacon for success! Eliminate the fatigue caused by scattered thinking and tap into the juice that will sustain your energy for the journey. Install simple practices to keep your energy high and aligned with success, even as you decrease stress. Energy is your secret weapon for creating success, so learn how to use your mind to generate the juice that won't run dry!

- **COMMUNICATING EFFECTIVELY: Speak THEIR Language!**

People are complex. They tend to avoid conflict, misinterpret information and make assumptions. They also have individual styles, motivations, and personal skills. Coach Cobb will show you how to recognize the differences quickly so you can adjust your communications and build rapport quickly with anyone. She will also share communication formulas that will help you invite cooperation from others, protect relationships even during conflict, and eliminate resistance. Yes, it IS possible!

- **THE 3 RULES OF IMPROV: A Simple Formula for Engaging Others**

This fun, interactive session will show you exactly how the "rules of improv" can be applied to any work endeavor to improve results. Learn the simple **ABC** formula: "**A**nd" (as in "Yes, *and*"...rather than "yes, *but*"), "**B**e present", and "**C**ontribute". This powerful combination will help you easily engage others, understand them, and offer them help without inviting resistance. In addition, you'll learn key skills you can use to boost your confidence and decrease stress no matter what the situation!

- **STEP UP AND LEAD: How to Be an Internal Entrepreneur**

What keeps you from moving up? You know your stuff. You've got a track record. You've shown your resilience. Maybe it's time to summon your courage and ask for that promotion, or even create your own job! If you've got what it takes to solve a big problem for your organization, there's never been a better time to offer your highest value! Learn the tools of an "intrapreneur" to make yourself more visible and valuable to your organization. The stakes are high and time is short.

- **POWER HABITS: Mental Fitness Tools for Job Success**

Like it or not, your physical and mental fitness matters if you want to get hired, be promoted, or lead more effectively. Just as your body is a walking billboard for your level of physical fitness, your behavioral responses reveal your level of mental fitness. Quickly increase your mental fitness by installing simple practices to focus, release stress, and perform at your best. Use the same tools elite athletes rely on to keep their minds razor sharp and their energy high for winning results!

- **THE ART OF LEADERSHIP: Inviting Responsiveness from Others**  
Do the people you lead enthusiastically embrace the goals you set forth? Do they over-deliver, even when you're not there? Do they actively solve their own problems? If not, you simply may not know about the hidden factor that invites top performance. Even worse, you may be limiting high performance without even realizing it! The most effective leaders know how their personal energy affects others, and they use that knowledge to create superior results. This course will walk you through the logical sequence of creating results, and on to a new way of thinking that will ensure you get the best from yourself and the people you lead.
- **From Group to Team** (w/assessments)  
Winning teams have traits that set them apart. Team members understand themselves, each other, and how they will react. They also install practices that consistently hone their skills and eliminate obstacles. If you want to get a team in high performance mode quickly, assessments and key practices are the shortest route. By assessing the behavioral style and motivators of each member of the team and sharing their team profile, you'll easily be able to spot strengths, weaknesses, and potential conflicts. Add key practices and model them consistently and you'll have a team that not only soars, but also avoids common pitfalls like mistrust, conflict avoidance, and lack of accountability.
- **THE POWER OF RELATING: Invite responsiveness, not resistance!**  
Like it or not, your life is created *WITH others*. In this course, you'll learn a simple model that will illustrate the sequence of creating positive (and negative) results. You'll quickly see how you may be inadvertently limiting yourself from achieving successful outcomes! It may surprise you to learn that how you regard others internally affects their responsiveness toward you....which affects your outcomes!
- **COACHING SKILLS FOR SUPERVISORS**  
This comprehensive program gives front-line supervisors the tools they need to handle the everyday stressors that arise in any workplace. Topics covered include: Understanding change and how to navigate through its stages; learning the markers for each behavioral style and how to speak the language of each style; noticing motivators; communication formulas for setting boundaries, resolving conflict, and correcting behavior; focus tools for decreasing stress and conserving energy; inviting top performance; being a role model; presenting a professional presence; making yourself visible to increase your chances of moving up. This program is very interactive to allow supervisors a confidential forum to learn from real situations.

- **TRAUMA DEBRIEFING: Anchoring After A Crisis**

Following a crisis, do you forget to eat, or do you eat too much? Do you have to be reminded to get some sleep? Do you revert to old habits like smoking, or find that nagging physical ailments flare up? All are common stress reactions. Good health habits are especially important during times of emotional upheaval. Learn the same protocol used by trained trauma specialists to minimize the normal reactions that often occur soon after a traumatic event.

- **CAREGIVER TOOLS: How to Avoid Compassion Fatigue**

Based on Linda Cobb's book, The Thrive Guide for Caregivers: Tools for Preserving Your Sanity, Energy, and Relationships. Linda draws from her 25 years of coaching experience, as well as her own personal journey, to illustrate how shifting our perspective can have a profound impact on your energy as well as your outcomes. She encourages each of us to embrace self-care in order to effectively serve others and offers practical tips and techniques that you can incorporate into your life right now, to help you thrive even when you're a caregiver. You'll learn the same tools that helped her maintain her business and health during the 8 years when all three of her family members died. You'll gain strategies that will simplify your life, restore your energy, and improve communications so you can deal with challenges head-on!

- **Leave That Behind: The Secret to Permanent Weight Loss**

It may surprise you to learn that changing your body begins with changing your mind! Linda will show you why traditional diets don't work, and give you the key element for lasting results. By using simple tools to change your thinking patterns, you can create permanent change and feel good in the process. Learn how to reprogram your mind to make it work for you, rather than against you. If you've ever felt like a robot was controlling your behavior, this class is for you! Even though you may have inadvertently programmed your mind to make unhealthy choices, the good news is that you can reprogram it to work for you! Learn the same tools that Coach Cobb used to lose 40 lbs. and keep it off permanently!

#### **BIO**

Linda Cobb is a leadership coach, trainer, and author who has worked in the field of human development for over 25 years. She has a B.A. in Social Work, an M.S. in Personnel Psychology, and is a graduate of Coach University and the Arbinger Institute. Linda is certified in Neuro Linguistic Programming, Retirement and ReCareer Coaching, as well as Advanced Critical Incident Stress Debriefing. She is also a Registered Corporate Coach and holds numerous assessment certifications. Coach Cobb began her private coaching practice in 1997, and now works primarily with leaders, leadership teams, and executives in transition.

Visit [www.lindacobb.com](http://www.lindacobb.com) (321) 431-0043