



## The Challenge

We find ourselves in a new world with many of us being asked to work and lead very differently than we have in the past. Our routines have changed, and we must figure out new ways to be effective. The “day job” is consuming enough, then we introduce the additional pressures of reengaging with clients and taking care of employees — wherever they may be.

The lines that separated our personal lives from our work have also blurred more than ever, with additional concerns for health and family. And our “remote office” may now include a whole new cast of characters who want help with homework or a bit of attention while they practice social distancing.

### Introducing the *FranklinCovey Current Issues Live-Online™ Series*

This series is designed to assist employees and leaders with the mindsets and skillsets to thrive and be more productive as they work through unanticipated challenges. These new work sessions are:

- *Initiating New Sales Opportunities in Challenging Times: Lessons and Tools From Helping Clients Succeed®*
- *Building Your Remote Work Muscle: Lessons and Tools From The 5 Choices to Extraordinary Productivity®*
- *Leading in Turbulent Times: Lessons and Tools From The 6 Critical Practices for Leading a Team™*
- *Leading Virtual Teams: Lessons and Tools From The 6 Critical Practices for Leading a Team™*

THE CHALLENGE	THE SOLUTION
How to do quality work, spend quality family time, and care for self.	Creating space, organizing, and enhancing planning systems leads to feeling highly accomplished.
Staying engaged with clients.	Remembering that your intent counts more than your technique and to define value from your prospect’s point of view.
Leading employees through change.	Navigate and lead your team through the 4 Zones of the Change Model in the face of unpredictability.
Working with teams that are now virtual.	Adapt foundational leadership skills to keep a virtual team engaged.

## Objectives

The *FranklinCovey Current Issues Live-Online Series* is a collection of carefully curated content from proven FranklinCovey offerings applied to our situation today. The strategies and skills taught in these work sessions will assist employees and leaders in excelling in these tough and challenging times.

SOLUTION	OBJECTIVE
<b>INITIATING NEW SALES OPPORTUNITIES IN CHALLENGING TIMES</b>	<ul style="list-style-type: none"><li>• Understand the Great Paradox of Success.</li><li>• Prioritize intent over technique.</li><li>• Balance inquiry and advocacy to discover a provocative insight.</li><li>• Define value from the client's perspective.</li><li>• Have structured conversations to engage clients.</li></ul>
<b>BUILDING YOUR REMOTE WORK MUSCLE</b>	<ul style="list-style-type: none"><li>• Build your remote work muscle.</li><li>• Prioritize quality through high-value decisions.</li><li>• Focus your attention.</li><li>• Manage your energy to execute on quality of life.</li><li>• Stay connected.</li></ul>
<b>LEADING IN TURBULENT TIMES</b>	<ul style="list-style-type: none"><li>• Focus your energy to respond to change productively.</li><li>• Proactively lead your team through the phases of change.</li><li>• Move yourself and your team to the Zone of Better Performance.</li></ul>
<b>LEADING VIRTUAL TEAMS</b>	<ul style="list-style-type: none"><li>• Adjust your mindset to effectively lead a virtual team.</li><li>• Improve 1-on-1 communication in a remote work setting.</li><li>• Set vision and delegate effectively with remote workers.</li><li>• Create a culture of feedback to keep remote workers engaged.</li></ul>

## Delivery Option

Each of the work sessions included in the *FranklinCovey Current Issues Live-Online Series* is available to be delivered by a FranklinCovey consultant.

## Resources

### Each solution includes:

- 90-minute Live-Online work session
- Participant toolkit

FranklinCovey has a team of more than 150 delivery consultants who facilitate thousands of Live-Online and Live In-Person work sessions each year. These experts are certified in all our content solutions and are highly skilled in virtual delivery. For more information or to schedule a work session, contact your FranklinCovey client partner or call 1-888-868-1776.