



# Persuasive Coaching & Influencing Online



**About the instructor:**

**Lynn Moline** is a facilitator, consultant, trainer, and motivational speaker who helps organizations improve their strategic positions through effective leadership, problem solving, decision making, and planning.

*“This will help with everyday operations at my plant on how to start a constructive coaching conversation.”*

Neil Heisick  
Plant Supervisor  
Molin Concrete Products

It takes more than a title and some authority to effectively lead people; ask anyone newly promoted into a leadership role! And it’s even harder without the title. This workshop takes team leaders to the next level by showing them how to finesse their way to team success, navigating the politics and personalities that are sometimes roadblocks to success.

**What will be covered?**

This course assists participants with understanding and developing the influence and persuasion skills that make them more effective as team leaders. Topics include:

- How to gain commitment, not just compliance from teams
- When to use influence and how to do it diplomatically
- The five secrets of leadership communication applied to teams
- Persuasion techniques that really work
- How to advocate for and get needed resources for teams
- Powerful methods for coaching team members to higher performance
- Techniques for breakthrough listening

**Tuesday, November 10, 2020 1:00 p.m. - 3:30 p.m.**

**Fee:** **MA members** \$215 per person **Non-MA members** \$265 per person  
**Receive a 10% discount if you register 14 days prior to the event**

*This workshop is online. Minimum requirements: Computer with speakers and/or headphones; dedicated screen for meeting time; Internet connection; ability to download Zoom.*

**Register:** Registration is required. Reserve on-line at **www.mfrall.com**, by 3:00 pm by November 8, 2020. You will be sent login credentials in advance of the workshop. **Your satisfaction is guaranteed.**

**Cancellation Policy:** **No refunds** for cancellations after 3:00 p.m., November 8, 2020, or for no-shows at workshop.