



Our mission is to ensure that you and your team of Revenue Enablers leave each and every program with your goals met, and an action plan in place for ensuring follow-through and results.

CHALLENGE

SOLUTION

ENSURING TEAM DYNAMICS FOSTER EFFECTIVENESS

Even the most high-functioning teams go through periods of miscommunication or disagreement. Too much conflict can derail a team, while no conflict can be a sign of artificial agreement. This program utilizes the five dysfunctions model (from Patrick Lencioni's *Five Dysfunctions of a Team*) to build skills for engaging in healthy, "creative" conflict resulting in a team's enhanced ability to troubleshoot problems and identify creative solutions.

KEEPING TEAM MEMBERS ENGAGED AND OPERATING AT THEIR HIGHEST AND BEST

This session addresses how an individual can elevate his/her role by understanding the impact they can make. We will discuss how Leadership, Quality Relationships, Strategic Investment and Measurable Results affect credibility and how leveraging each can help team members recognize their contribution and apply it to their firm's bottom line.

CLOSING THE YEAR WITH MOMENTUM, PREPARING FOR A STRONG START IN 2018

The frenetic pace of the holidays can generate stress and fatigue as opposed to momentum for the year ahead. This session focuses on recognizing the hard-earned accomplishments and exemplary work that defined 2017 and provides department leaders with a platform to clearly define priorities for 2018. With those in mind, teams can step into 2018 with a sense of achievement, renewed purpose, and clear expectations for the new year ahead.

CUSTOMIZING A PRODUCTIVE AND ENJOYABLE TEAM/LEADERSHIP RETREAT

It takes significant time and energy to organize a worthwhile event that meets the criteria of being both productive and enjoyable. With your input and objectives, we can carefully construct your strategic/tactical planning/teambuilding meeting, so that you can instead focus on participation.

Options:

- Facilitation
- Pre-meeting support on: clarifying objectives, defining outcomes, developing content, structuring the agenda, team communications
- Team development workshops
- Leadership or other professional development sessions
- Innovative and creative problem-solving sessions
- Post-event follow-up including action plans, priorities, timelines and accountabilities



Led by: Carol E. Crawford, SPHR, SHRM-SCP

With over two decades of experience strategically leading the law firm HR function, Carol has developed a deep understanding of both the practice of law and the business of running a law firm. She brings this knowledge and insight into the conversations and decisions that drive her every day work.

Contact Whitney Hudson, our Head of Communications, for pricing, scheduling and additional information at: whitney@calibrate-legal.com or 708.790.3163.