

# MOTIVATION CODE

COACHING + WORKSHOP OFFERINGS



POWERED BY  
**PRUVJO**

## **Stop Treating the symptoms. Release full engagement from the core.**

Once physicists crack the code, fusion (distinct from existing fission technologies) will make energy boundless and clean, giving us access to the power from just one gallon of tap water we now get from 300 gallons of gasoline. But... we have to learn how to liberate that energy cheaply, and that has proved a perplexing challenge.

*Motivation is like the “nuclear fusion” of behavior management.*

MCODE™ has cracked the motivation mystery, which is for human productivity what fusion is for physics. Building on insights from the MCODE™ report, our team of expert practitioners will help you unleash extraordinary potential through online, video-coaching for groups or individuals.

MCODE™ individual coaching moves through three stages.

### **Stage 1: Foundations: Owing Your Motivation Code™**

Foundations consists of seven pre–designed sessions helping clients gain a solid understanding of their motivation code and motivation flow.

**Session 1:** Impact Session: Introduction to Motivation Code™

**Session 2:** Developing Your Identity Statement

**Session 3:** Leveraging Your Motivation Code™ for Energy Management

**Session 4:** Understanding Your Stress Behaviors

**Session 5:** Applying Motivational Flow Part 1: Trigger: Making Wise Decisions

**Session 6:** Applying Motivational Flow Part 2 Process: Bringing Your Best Self

**Session 7:** Applying Motivational Flow Part 3: Outcome: Your Big Idea

### **Stage 2: Focus: Specialized Coaching Tracks**

After completing the foundation coaching sessions clients may then choose to continue engagement with one of our pre–designed specialized tracks focused on applying motivation insights to specific personal and professional needs. Each track includes six coaching sessions. Our current coaching tracks:

- Personal Productivity
- Leadership Development
- Career “Best Fit”
- Innovation
- Creativity
- Sales

## Stage 3: Ongoing Client-Results Coaching

Many of our clients continue ongoing coaching relationships for extended periods. Our experienced team is ready to provide coaching for all levels of an organization or for individual personal development.

- Executive
- Managerial
- Leader Development
- Career
- Life Coaching
- Coaching and Consultant Skills
- Therapy [Licensed counselors certified in MCODE]



Coaching participants will receive the full MCODE™ report, containing all 27 motivational themes ranked in order, and exercises to help them unlock what drives them.

## **Workshop Track 1: Activate! The Self-Leadership Toolkit: How to Lead Yourself Toward Extraordinary Outcomes (individual focused)**

This highly engaging and experiential workshop track was designed so that participants have a thorough knowledge of how to apply their Motivation Code™ to their everyday work and life. Participants will learn about what triggers their engagement, how they show up at their best, and where their natural energy for life and work is going to flow.

**Session 1:** Foundation: Understanding the Science of Motivation

**Session 2:** Mindset: Understanding Your Motivational Flow

**Session 3:** Skillset: Growing and Going With Your Flow

**Session 4-6:** Toolkit: Tactics for Deep Engagement

**Session 4:** Priorities + Energy

**Session 5:** Stress + Shadow Side

**Session 6:** Self Awareness + Others Inclusiveness

## **Workshop Track 2: Optimize! The Positive Manager Toolkit: How to Get the Most From Your People by Giving the Best To Your People (manager focused)**

Positive energizers lead with 4X the impact. In this proven and practical curriculum, we give you the toolkit of a positive manager based on research and best practices. We help managers and teams understand the mindset, skillset, and toolkit of effective managers.

**Session 1:** Foundation: Becoming a Positive Energizer

**Session 2:** Mindset: Humble Confidence

**Session 3 and 4:** Skillset: Managing by Motivation

**Sessions 5-8 Toolkit:** Tactics for Deep Engagement

*Communication:* Becoming More Coach Like

*Production:* Managing Priorities not Time

*Generation:* Bridging the Gap: BOOMERS-X'ERS-and-Z'ERS: Oh my!

*Evaluation:* How to Bring Negative Feedback Positively

## **Workshop 3: Develop! The Team Performance Toolkit: How Team Leaders Move People from Independence to Interdependence (team focused)**

Research tells us that groups “Discuss-Decide-and Delegate” whereas Teams “Discuss-Decide-and Do”. As a result, the one non-negotiable quality of high performing teams is interdependence. To have healthy interdependence, you must know who is on the team and what they bring at their best as you pursue your goals.

This workshop series will help you accelerate and lead the “form-norm-storm-perform” team development process by helping team members understand how to work with those who are differently motivated, resolve conflict more meaningfully, and work with deeper empathy.

**Session 1:** Foundation: Team Identity: Mapping Your Teams Motivational Zones

**Session 2:** Mindset: From Independence to Interdependence: Dealing With Your Team Issues

**Session 3:** Skillset: Staying Aligned, Staying Aligned

**Session 4-8:** Toolkit: Tactics for Deep Engagement

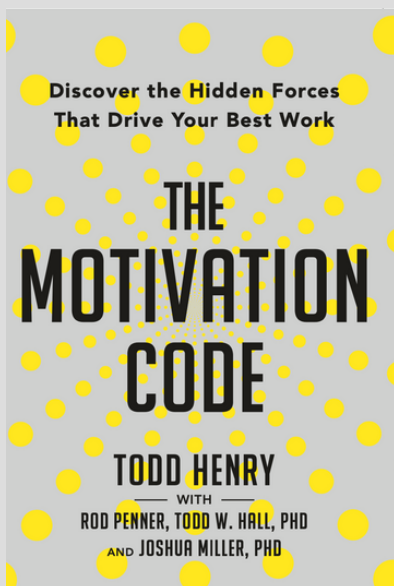
*Form:* Achievement Stories

*Form (part 2):* Motivational Flow and Skills

*Storm:* Healthy Team Conflict - Using Debate and Leveraging Differences

*Norm:* Being a Part of The Best Meetings of Your Life

*Perform:* Applying Motivational Zones



All workshop participants will receive a hardcover edition of *The Motivation Code: Discover The Hidden Forces That Drive Your Best Work*.