

Set Your Sail with Perception Coaching

Attitudes, with talent in mind.

Your natural talents are seen in the things on which you spend time thinking.

Consider the list to the right.

- Which areas include your concerns, hopes, and thoughts?
- How do your talents relate to what is often on your mind?
- How do different parts of your life align with your thoughts and talents?

What occupies your mind?

1. *Events +/-or Activities*

2. *Ideas +/-or Projects*

3. **Plans or Actions**

4. *People +/-or relationships*

5. **Talents or Needs**

6. **Other?**

* Are you or do you know someone in medical, education, or social work fields? Email Haley@PerceptionCoaching.net to schedule your group's introduction to CliftonStrengths®

PERCEPTION COACHING

**Your Talent
Attitude!**

**What is your most
recent success and
how did your talents
contribute?**

Shifting Perception

Your best path to
growth includes
leaning into your
strengths!

**Go beyond using talent to
understand each other -
support yourself and others
to use strengths everyday.**

**Our unique resources
provide a tactical advantage
for your everyday efforts!**

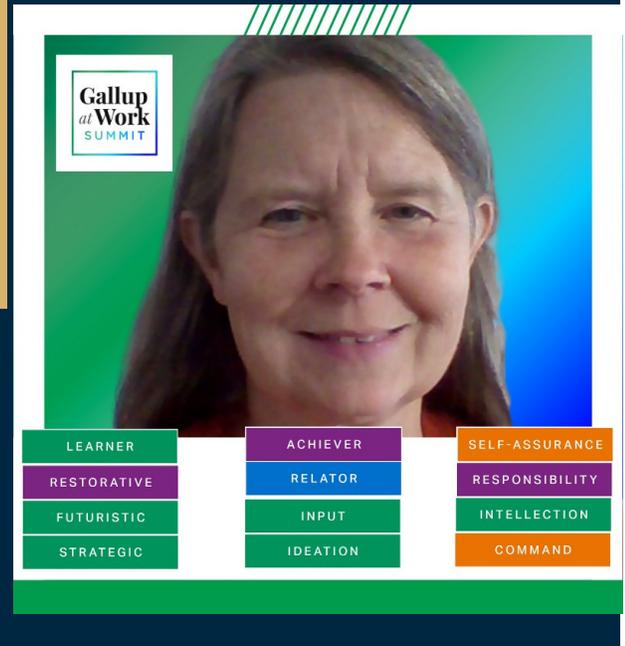
**What is your
goal? Aim your
strengths there for
success!**

**If you are working to be a
talent focused organization,
contact Perception Coaching
for your next level of
strengths work!**

1. everyone has extraordinary talents
2. everyone is doing their best

GALLUP AT WORK SUMMIT

Professional development is more than learning- it should support ongoing success!



We enjoyed several sessions on Gallup's® two role reports!

- CliftonStrengths® for Managers
- CliftonStrengths® for Sales.

BARBARA BENGTON | 02-27-2016

CliftonStrengths® for Managers

Welcome to CliftonStrengths for Managers, the report that guides you through your unique talents and how you can use those talents to succeed in your role.

We designed this report to make your days easier, bring clarity to your role and strengthen your management practice.

Use this report to learn about your results and better understand what you naturally do best as a manager. Then, go implement the action items into your role responsibilities — starting today.

YOUR TOP 10 THEMES

- 1. Learner**
Use your passion for learning to add value to your own and others' lives.
- 2. Restorative**
Remember that every problem has a solution. Find the answers.
- 3. Futuristic**
Share your visions of a better future.
- 4. Strategic**
Always have at least three options in mind so you can adapt to circumstances that change.
- 5. Achiever**
Bring intensity and effort to the most important areas of your life.
- 6. Relator**
Connect deeply with the right people to gain friends for life.
- 7. Input**
Keep exploring; always be curious.
- 8. Ideation**
Refine your creativity to inspire and energize yourself and others.
- 9. Self-Assurance**
Trust your gut, and live life on your own terms.
- 10. Responsibility**
Take ownership for the things that matter most to you.

Each Theme Fits Into a Leadership Domain

- EXECUTING** themes help you make things happen.
- RELATIONSHIP BUILDING** themes help you build strong relationships that hold a team together.
- INFLUENCING** themes help you take charge, speak up and make sure others are heard.
- STRATEGIC THINKING** themes help you absorb and analyze information that informs better decisions.

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CliftonStrengths® for Sales HALEY BENGTON | 11-27-2016

Your Breakthrough to Sales Excellence Starts Here



1. Harmony
2. Consistency
3. Input
4. Intellection
5. Learner
6. Responsibility
7. Relator
8. Discipline
9. Restorative
10. Developer

No organization can succeed without customers — and you are the most critical component for gaining and maintaining customers. It's your job to create a mutually beneficial relationship between you and your customers over time — and we know the best way for you to attract, retain and build stronger relationships is with your strengths.

Your distinct CliftonStrengths profile sets you apart from every other salesperson. Achieve your talent DNA, shown in order based on your responses to the assessment.

Learn About Your Most Powerful Strengths

The first 10 themes are your most dominant. This report outlines how each of those gives you an advantage in your selling. But to fully understand your talent DNA, you must know that your top five themes — the ones that shine through in almost everything you do — are the *most powerful* of your dominant 10. Take the time to learn more about them.

Discover Practical Ways to Apply Them

Incorporate your strengths into your day-to-day routine: from prospecting new customers and retaining your current ones to collaborating with your team members and hitting or exceeding your sales quota.

Each theme page includes:

- How that theme contributes to your success
- How that theme could get in the way of your success
- Action items that you can implement immediately

Use Them

A singular, comprehensive solution doesn't exist in sales. What you need to win in your role is already inside you. Your specific talents, along with how you use them, is what gives you an edge over your competitors — and regardless of your experience in sales or past successes or failures, using your strengths is the path to creating sustainable sales excellence moving forward.

Using these and other tools we like to help individuals and teams

- gain insight and boost well-being and productivity
- align actions, processes, and competencies

We support your organization's efforts!
perceptioncoaching.org

GALLUP AT WORK SUMMIT

Making professional development more than an event- use it to grow!



I enjoyed several sessions on Gallup's® coaching strategies!

- Asking Level 4 Questions
- CliftonStrengths® for Sales.
- CliftonStrengths® and Resilience

What kind of question will produce an actionable response?



People who get the chance to do what they do best are 57% less likely to experience frequent burnout

We help clients realize their talents and apply them intentionally!

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perceptioncoaching.org

