WHAT EQ DOES FOR ATHLETES

- Takes the guesswork out of your performance and the behaviors that get your best results.
- Shows you how to build on your strengths.
- Identifies and addresses your blind spots and helps correct behaviors.
- Improve your communication with your coach and teammates.
- Provide you the opportunity to get honest feedback from your coach, teammates and others.
- Help you reach your full potential!

"Each player needs to be a leader. Game play does not allow for players who wait for a task to be delegated to them. They need to know the playbook and consistently take action and responsibility in the right situation, on their own."

WHAT EQ DOES FOR COACHES

- Provides feedback from others about how they perceive your behavior.
- Builds self-awareness of your coaching style, preferences, strengths and blind spots
- Identifies the impact you have on your athletes, coaches and coaching staff
- Improves your communication and helps you adapt your behavior to encourage greater, more consistent leadership development
- Help you help your athletes realize significant improvements in their performance

"A coach who emphasizes team values such as emotional intelligence, a culture of feedback, and self-awareness as evidenced by a healthy tolerance of failure and a constant endeavor for excellence in their leadership style can be sure that they will accelerate esprit de corps and learning for the athlete and for the game strategy."

RITA M MURRAY, PhD

is an educational psychologist, private pilot, executive coach, author and certified speaking professional (CSP). Born to immigrant parents and raised in Boston, Massachusetts, Dr. Murray's career has taken her coast-to-coast and includes 11 years as CEO of a national energy services company and technical leader at GE and Lockheed in Washington, DC, where she held top-secret clearances. Dr. Rita brings passion, high-energy and uncommon commitment to support the objectives of all her clients.

PERFORMING AS A LEADER

A PLAYBOOK FOR
★ SPORTS & LIFE ★

Coaches, athletes, and support team members gain insights, strategies and action plans concerning their cognitive preferences, emotional intelligence (EQ), generational DNA and interpersonal needs and styles. Heightened self-awareness will help you flex your leadership strengths — demonstrating effective teamwork skills and identifying your own blind spots to enhance performance in leadership and in life.

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PERFORMANCE CONSULTING, LLC
It's about people & performance.

COMPREHENSIVE SOLUTION FOR
SPORTS LEADERSHIP

1
EMOTIONAL INTELLIGENCE (EQ)

Topics
- Web based pre-assessment
- Introduction to EQ-i
- Relationship tools
- Why should I care about EQ?
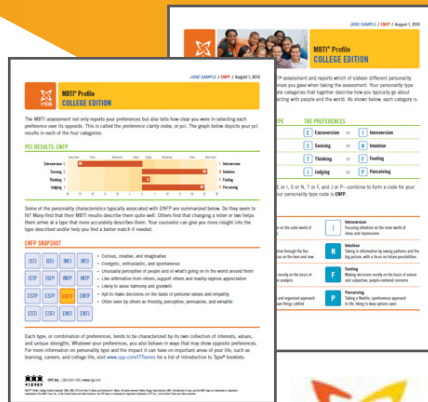- Athletics and success
- Experiential exercises

2
PERSONALITY & LEADERSHIP

Topics
- Web based pre-assessment
- Muscle memory concept
- Identify best practices in sports
- Getting to know your coach, athletes and support team members
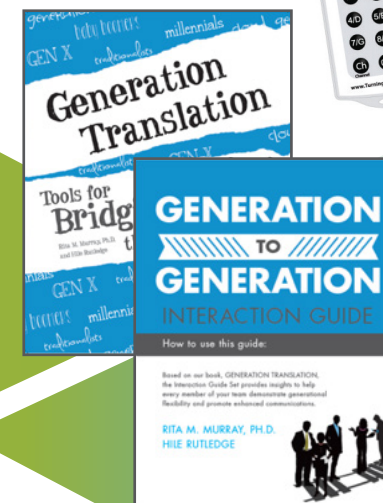- What is your team's type?

3
CONFLICT & COLLABORATION MANAGEMENT

Topics
- Johari Window
- Behavior observation system
- Communication tracking
- Decision-making styles
- Group dynamics exercises
- FAST feedback - positive and constructive

4
GENERATION TRANSLATION

Topics
- Who are the generations?
- Why should I care?
- Recruiting, motivating, leading, & coaching each generation
- Tying it all together

5
EXPERIENTIAL EXERCISES

Participants engage in challenging activities to help them explore concepts and master skills.

6
DIGITAL PLAYBOOK

Subscription access to relevant videos, scripts and other digital resources on your computer and mobile devices.

A FEW OF OUR CLIENTS

- Accenture
- Chesapeake Energy
- Devon Energy
- Fidelity
- GameStop (SMU)
- General Electric (GE)
- Hilton Hotels & Resorts
- Lockheed Martin
- MA Institute of Technology (MIT)
- Northrop Grumman
- Pioneer Natural Resources
- Sam's Club (SMU)
- United States Air Force Academy (USAFA)
- University of Oklahoma (OU) Athletics
- Vista Outdoor

PROGRAM FORMAT

- **Participants receive:**
  - Customized course content
  - Stand-alone modules or all
  - Personalized EQ-i and MBTI® reports
  - Practical and action-oriented next steps

- **Leadership receives:**
  - Facilitator — Rita M. Murray, PhD, MBTI® Master Practitioner & EQ-i Clinician
  - Audience response polling – monitored, tracked and reported