

MARKO

CONSULTING SERVICES INC.

PEOPLE, PROCESS AND PERFORMANCE SOLUTIONS



Leading to Success with Emotional Intelligence (EQ)

Level 1: Curious Explorers — 2 Day Workshop

A recognized innovator and leader in the field of emotional intelligence, Kelley Marko is celebrating his 19th year of delivery of his fun, enlightening and transformational EQ program with:

- Simple and powerful tools, techniques and perspectives that can be **applied immediately** to enhance your **performance, productivity and overall well-being** in both work and life
- The **updated** and **enhanced** EQ-i 2.0[®] self assessment, plus
- An optional follow up **private and confidential coaching and debrief session** to further accelerate your learning and development journey

* This course qualifies for PMI PDU and other professional institution continuing education credits. Please inquire for further information.

Why is Learning About and Developing Your EQ Key to Your Success Today?

Did you know that much of our education and training, which starts in grade school and continues on into the workplace, primarily focuses on developing and engaging IQ? Yet research shows our IQ contributes only 5% to 10% of the variance of determination of our success in work and life.¹

In striking contrast, our EQ contributes up to 50% of the variance of determination of our success in work and life!² **And the great news is that you already have this capacity in you.** You simply may not yet recognize how to best tap into this unlimited potential that you already possess.

If you are happier and more loving, peaceful and focused you are going to be more productive and effective in your leadership. This is the simple yet powerful outcome when you are better engaging your EQ. How is this done and how do you intentionally live and be this intelligence? This is the underlying focus for your development in this course.

This two-day workshop is designed to increase your performance and productivity and to accelerate your achievement of **specific outcomes** in both work and life. You will learn **how** you can use your EQ to help you be more successful at:

- Being happier and more loving, peaceful and focused in **any** situation,
- Leading and managing self and others,
- Communicating and influencing,
- Collaborating and working in teams,
- Problem solving, decision making and engaging your innate creativity,
- Managing stress, fear and anxiety, and
- Responding to and better managing change, conflict and challenging situations in work and life.

Emotional intelligence is the loving facilitator for "how" we do "what" we do.

Our emotional intelligence contributes to how effectively we:

- Perceive and express ourselves,
- Develop and maintain healthy and meaningful relationships with others,
- Cope with and manage stress, fear, and anxiety,
- Navigate ongoing challenges and change, and
- Use the information in thoughts and emotions in transformational ways.



The EQ-i 2.0® Framework: You will be receiving and working with a detailed and scientifically valid, self assessment report of the 5 key themes and 15 skills and competencies that represent how you use your EQ.

*Plus you have the option for a follow up private and confidential coaching session to accelerate your learning



What You Will Learn

You will learn **how** to better engage your EQ through practical perspectives, tools and techniques that have been developed from a combination of timeless wisdom and modern science.

At the end of this program you will be better able to:

- Define emotional intelligence and better understand its vital importance to:
 - Your physical, mental and emotional well being, and
 - Your performance, productivity and personal definition of success
- Understand and apply the essential foundations and practices of emotional intelligence
 - Shift yourself from a place of powerless to powerful and make more powerful choices regardless of “what is”
- Engage the 4 keys to being happier and more loving, peaceful and focused
- Define and discern the difference between the loving intuition and the fearful ego
 - Better manage the impulses and behaviours associated with the two key emotional states of love or fear
- Recognize and begin to unlearn and let go of different types of fearful or self sabotaging habits, coping mechanisms and belief systems
- Recognize and better respond to different types of emotions in self and others
- Influence others even when you do not have formal authority through a non-anxious leadership presence
- Begin your personal EQ and leadership development plan for “living” and “being” the learning



What You Will Take Away

- **Immediate applications** for how to better move forward with current work and life challenges
- A sense of **how to empower yourself** regardless of your perception of what is happening around you
- An understanding of how you may **sabotage** your best efforts at developing and changing yourself after the program and **what to do about it**
- An extensive **Course Workbook** that includes practical perspectives, tools and techniques for ongoing use
- A detailed and **scientifically valid assessment report** of your unique EQ strengths and growth edges with customized guidance for development
- The essential keys to moving past understanding the learning to actually **living and being the learning**

What Participants Say:

“Simple, yet profound, the concepts and tools covered in this course can effect meaningful, positive change in both your career and your life. I am grateful to have crossed paths with Kelley Marko and this course.”

Dan Lawrence

“This is definitely a one of a kind program. I have attended many programs and workshops and can honestly say that this workshop is outstanding. Kelley has inspired me to take the time to apply and develop best practices for success in work and in my personal life. I am forever thankful to have gotten this opportunity.”

Sheetal Dahuja

Your EQ Coach and Learning Facilitator

Kelley John Marko MBA MA, founded Marko Consulting Services Inc. in 2002 to provide opportunities for transformational learning and change to his clients through coaching, consulting and learning facilitation solutions. At the core of all of Kelley's work is helping his clients who live and work in an increasingly turbulent world to "be" happier and more loving, peaceful and focused. A state of being which invariably leads to higher productivity, creativity, innovation, growth, leadership effectiveness and having more fun in both work and life!

Kelley brings a practical and innovative perspective that stretches leaders at all levels in organizations. He draws on his own experiences and challenges from working in front line through senior leadership positions in industry and the wisdom from his long term consulting, coaching and learning facilitation relationships with clients. Kelley also leverages his prior experience as a professional management consultant with PriceWaterhouseCoopers and in partnership with McKinsey in the area of organization and change strategy.

Kelley is a professional coach, professional facilitator and a certified adult educator. He is a Master Trainer of emotional intelligence and has had the pleasure of sitting on a North American advisory panel that forwards EQ research, development and education. Kelley's formal education has been balanced between a focus on both leadership and management. Kelley holds an MBA from York University, Toronto, Canada and an MA in Leadership and Learning from Royal Roads University, Victoria, Canada.

Kelley has had the pleasure of working in North America, Central America and Europe and working directly with over 5,000 individuals in diverse industries ranging from not-for-profit to Fortune 500 organizations to improve their EQ and leadership skills, competencies and capabilities. Kelley's first question for all of his clients is "what do you truly want?" From this starting point, your courageous and transformational adventure to higher levels of well-being, performance and productivity will begin.

Course Overview

Before the Program:

- Complete a detailed on-line EQ assessment, pre-reading and complete several reflective activities to best prepare you for the session. Plus, establish your personal learning goals for the program.

During the Program:

- Receive your detailed feedback report to identify and explore your unique EQ strengths and growth edges
- Learn how to engage practical EQ tools, techniques and perspectives that will help you with real world work and life challenges that you face on a day to day basis
- Engage in a transformational learning experience and recognize that your capacity to effectively engage and develop your emotional intelligence is an essential component to your success in both work and life
- Begin a personal development plan for on-going EQ development

Individual Support, Resources and Ongoing Applications for Use After the Program:

- An optional private and confidential, debrief and coaching session with Kelley Marko
- A detailed feedback report of the 5 key themes and 15 skills and competencies that represent your EQ
- A course workbook that includes specific tools, techniques and perspectives for ongoing use and engagement
- A personal development planning framework that can be integrated into your organizations performance assessment framework

Footnotes:

^{1,2} MHS Study—for further information on these studies and other ROI statistics for engaging EQ development programs please visit www.markoconsulting.com/Learning_Development/eq.html

® EQ-i is a registered name of Multi-Health Systems Inc.