



TRAINING PROPOSAL:

“Book-in-30-Minutes” Lunch and Learn Event

This proposal prepared exclusively for:

Training Event Summary

There are business, leadership, and personal development books, from classic to just-published, that can protect people and organizations from pitfalls and lead them to new heights of success in every dimension. However, in many cases, either

- a) People don't read books; or
- b) People who read books can't get their teams to read books.

Whether it's due to limited time or that some people aren't readers by learning style, the fact remains that people and organizations who don't continue to learn risk not reaching their full potential or falling behind their competition.

The High-Value Training “Book-in-30-Minutes” event is designed to solve this problem for you with a live learning event that maximizes learning in a minimum amount of time. John Rallison draws on his 25+ years of leadership, learning, and teaching to develop and present lunch length classes that cover the core material of major business, leadership, and personal development books.

In addition to the presentation, organizations are provided with a reproducible BAMsheet (Basic Application Map). This handout will help participants retain and apply what they have learned during the training session.

Training Session Detail

Contents

This training session will cover the main contents of the best-selling book, “The Culture Code” by Daniel Coyle in 30-45 minutes.

The presentation will include the following:

1. Foundations for Understanding the Culture Code
 - a. The three-fold mind (Safety, Connection, Cognition) and how it affects group performance
 - b. Observe like a pencil-sketch artist: Look between the highlights.
 - c. Intervene like a gardener: If the plants aren’t thriving, adjust the conditions not the plants.
2. The Three Skills shared by organizations with sustained high-performance of at least 10 years:
 - a. Build Safety
 - b. Share Vulnerability
 - c. Establish Purpose
3. Applying the skills in the the organization

Duration

30-45 Minutes of presentation. The Trainer will remain for additional time if participants desire further discussion of the material.

Objectives

At the conclusion of this event, participants will be able to

- Identify and define the three core skills from “The Culture Code” that contribute to sustained excellence and performance in corporate culture.
- Evaluate the application of “The Culture Code” to your organization
- Begin observing, thinking, and acting in ways that build safety, share vulnerability, and establish purpose.

Training Contract

This Training Contract (the “Contract”) states the terms and conditions that govern the contractual agreement between John Rallison (the “Trainer”), and CLIENT NAME (the “Client”) who agrees to be bound by this Contract.

1. TRAINING TO BE PROVIDED

The Trainer shall conduct a “Book-in-30-Minutes” training session at

[location]_____

on [date]_____ at [time] _____.

In addition, the Trainer will provide a BAMsheet (Basic Application Map) to each participant. The cost will be included on the Trainer’s invoice to the Client at a rate of \$.20 per copy.

2. PAYMENT

The regular cost for this event is \$450. However, the Trainer is offering this event to the Client for a cost of two hundred fifty dollars (\$250) plus reproduction costs listed above.

3. GUARANTEE OF SATISFACTION

The Trainer offers a 100% money-back guarantee to the Client. The last thing the Trainer wants to do is to take money from a dissatisfied client. The Trainer’s goal is that organizational leadership will come away from the event saying, “That was some of the best money we ever spent.” The Client agrees that if a refund is requested, the Client will provide specific and detailed reasons for dissatisfaction.

4. PRE-EVENT REQUIREMENTS

The Client and the Trainer will have a conversation via email or phone a minimum of two (2) days before the training event to clarify the details of:

- the space in which the Trainer will lead the training event,
- the number of people who will be at the event,
- the general organizational roles of the participants, and
- any other information that the Client or the Trainer deem pertinent.

The Trainer can adapt to virtually any space and personnel, but prior notice will increase the event value for the Client because the Trainer will have time to appropriately adapt the event.

5. CANCELLING THE TRAINING SESSIONS

The Client agrees and acknowledges that a change in the schedule may present a significant burden for the Trainer and thus the Client shall a pay cancellation fee of one hundred dollars

(\$100) if the Client cancels the training services within 3 days of the date on which the training services are scheduled.

6. PUBLICITY AND MARKETING

The Client authorizes the Trainer to utilize the Client's logo and associated trademarks as well as any media, photos, or footage from the any training session solely for the purpose of marketing the Trainer's services.

7. NO MODIFICATION UNLESS IN WRITING

No modification of this Contract shall be valid unless in writing and agreed upon by both Parties.

8. APPLICABLE LAW

This Contract and the interpretation of its terms shall be governed by and construed in accordance with the laws of the State of Florida and subject to the exclusive jurisdiction of the federal and state courts located in Orange County, Florida.

IN WITNESS WHEREOF, each of the Parties has executed this Contract, both Parties by its duly authorized officer, as of the day and year set forth below.

John Rallison (the Trainer)

[NAME], [TITLE]

DATE

ORGANIZATION (the Client)

[NAME], [TITLE]

DATE