



*"A team is not  
a group of people who  
work together. A team  
is a group of people  
who trust each other"*  
– Simon Sinek



# DISC

Unlocking the power of personality

DISCover the Power of Personality  
in Creating a High Performance Team

## Unlock your Team's Potential with our **DISC** Business Solutions Training



the coaching  
academy

inspiring coaching, inspiring success

At the heart of every successful business is its people. That's why we offer a unique solution to help individuals, teams, and leaders understand themselves and others better. With our validated psychometric tool, DISC, your team will gain valuable insights into their self-awareness, communication, and performance.

**Take on the challenges  
that matter most...**

High-performing teams are essential for the success of any organisation. With our High Performance Team DISC Training, you'll tackle the critical challenges your team faces and set them up for success. We help teams not only understand how they work together, but also how well they work together, which has a significant impact on collaboration and performance.

# Who is High-Performance Teams DISC Training for?

In today's fast-paced world, organisations are reinventing themselves with agile and dynamic teams. That's why building effective teams is a priority for everyone.



## This training is ideal for:

- New or recently merged teams
- Teams lacking direction or purpose
- Effective teams looking to become high-performing
- Teams facing interpersonal barriers to effectiveness.
- Teams looking to re-connect and grow in their working relationships

## How it works

The Coaching Academy are leaders in the area of training with and using DISC Personality Profiling. Through a combination of our fun, interactive, and thought-provoking training approach, this full day of training will help teams overcome obstacles and become high-performing. Each team member receives a DISC Personal Profile, which creates the Team Culture and

Dynamics Profile Report. Through expertly facilitated discussions and interactive activities, the team discovers how their individual and team preferences impact their dynamic and performance. The outcome is clear and results in practical action plans that drive the team's progress.

## The impact of successful teams on your business

Great teams are the driving force behind successful organisations. If your team isn't functioning optimally, it's time to take a closer look and find ways to improve.

The key to a well-functioning team is understanding the people within it and how they work together to improve their relationships and results. Our solution provides practical, sustainable tools to help your team work together for success, now and in the future.





# Our Trainers



## **Dave Pill** **DISC Master Trainer**

Dave is a qualified Coach, NLP Practitioner, DISC European Master trainer, and Director at The Coaching Academy.

Dave has amassed a phenomenal amount of hands-on experience including 8 years as a teacher and 4 years as a lecturer followed by 15 years as a business owner. Since 1993, Dave has developed an impressive reputation within the world of psychometric testing as a DISC Master trainer. He has worked with major

organisations including First Leisure, The Esporta Group, Whitbread, David Lloyd Health Clubs, Bourne Leisure (Butlins, Warner Hotels & Haven Holidays) Universal Studios, Therekos Pharmaceuticals and number of Venture Capital brands.

Dave has helped organisations understand how to build, maintain and motivate powerful, high-performing teams, helping leaders and managers develop the self-awareness and emotional intelligence to become masters of communication through DISC.



## **Sharon Lawton** **DISC Master Trainer**

Sharon is an award-winning and ICF credentialed coach, NLP practitioner and DISC Master trainer. She is also

Head of Training and Development and leads the core training team at The Coaching Academy.

Sharon coaches and trains both in the corporate and education sector and uses DISC and the knowledge of the DISC behaviour model with every client she works with. Since 2011 Sharon has developed an impressive reputation as a DISC practitioner and trainer and has profiled hundreds of people, working with small, medium, and large teams. As a DISC master trainer she brings her unique and very interactive style of training to bring the sessions alive leaving you and your

team with numerous "lightbulb" moments. Sharon works closely with clients to ensure they understand how to build, maintain, and motivate powerful, high-performing teams, helping leaders and managers develop the self-awareness and emotional intelligence to become a master of communication through the knowledge of DISC.

Years of immersion in DISC has given Sharon an incredible perspective when it comes to understanding people and how teams interact, she will share that knowledge with you. Sharon has worked with clients both in the private and public sector, with clients that include Chanel VISA, NewlyWeds Foods, Holly & Co, The Metropolitan Police, Camelot, Shell UK, Aviva Insurance, Hertfordshire County Council.



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**The Coaching Academy**



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**coachingacademy**

**Tel: 020 8996 5057**

**Website: [the-coaching-academy.com](http://the-coaching-academy.com)**

**Email: [business@the-coaching-academy.com](mailto:business@the-coaching-academy.com)**

**Gable House, 18-24 Turnham Green Terrace, Chiswick, London W4 1QP**