

WHAT'S NEXT? PLAN

A 30-day post-certification worksheet to plan your next Trust Edge training

TRAINING ROLLOUT

When is your first training day? _____ / _____ / _____

How many people will you be training? _____

How are you going to structure your trainings? (Check 1.)

- Full day Half-day Multi-day Two-hour One pillar
 Other: _____

REINFORCEMENT PLAN

What impact/result is your client hoping to achieve in implementing these trainings?

- | | | |
|---|---|--------------------------------|
| <input type="checkbox"/> Increased morale | <input type="checkbox"/> New innovations | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Decreased attrition | <input type="checkbox"/> Increased revenue | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Employee retention | <input type="checkbox"/> Increased team loyalty | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Increased productivity | <input type="checkbox"/> Decreased stress | <input type="checkbox"/> _____ |

After the initial training, what are the **top 3 tools** your client wants their people to implement?

- | | | |
|---|---------------------------------------|--------------------------------|
| <input type="checkbox"/> How? How? How? | <input type="checkbox"/> Trust Shield | <input type="checkbox"/> _____ |
| <input type="checkbox"/> 90-Day Quick Plan® | <input type="checkbox"/> DMA's | <input type="checkbox"/> _____ |
| <input type="checkbox"/> ODC | <input type="checkbox"/> 6 E's | <input type="checkbox"/> _____ |
| <input type="checkbox"/> LAWS | <input type="checkbox"/> SEEDS | <input type="checkbox"/> _____ |

What behavioral or **cultural changes** is your client wanting to see as a result of your trainings?

- | | | |
|---|---|--------------------------------|
| <input type="checkbox"/> Cohesive common language | <input type="checkbox"/> Employee retention | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Greater collaboration | <input type="checkbox"/> Increased team loyalty | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Increased productivity | <input type="checkbox"/> Improved morale | <input type="checkbox"/> _____ |

What are one or two ways you can help your client to keep this content continually in front of their team(s)?
(Lunch and Learn, Trust Edge Thursday, email communications, Pillar Awards, etc.)

1. _____
2. _____

90-DAY QUICK PLAN™

90-Day Goal: _____

1. Where am I now?

2. Where do I want to be in 90 days?

3. Why am I working toward this goal (Why does this matter to my clients)?

4. How am I going to get there?

5. How?

6. How?

Continue to ask *How?* until you have a *Final How?* and can complete the *who, when, where, with* something that can be done today or tomorrow:

Final How? _____

Who? _____

When? _____

Where? _____